

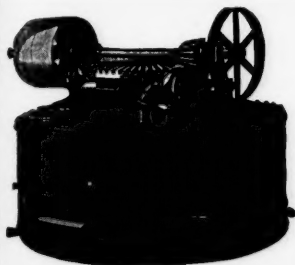
THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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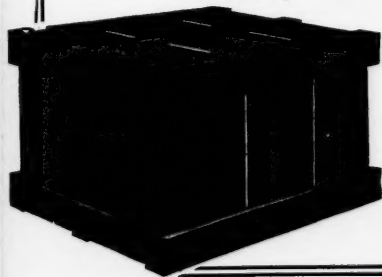
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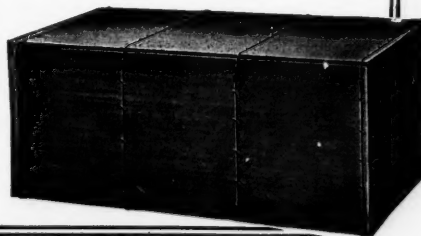
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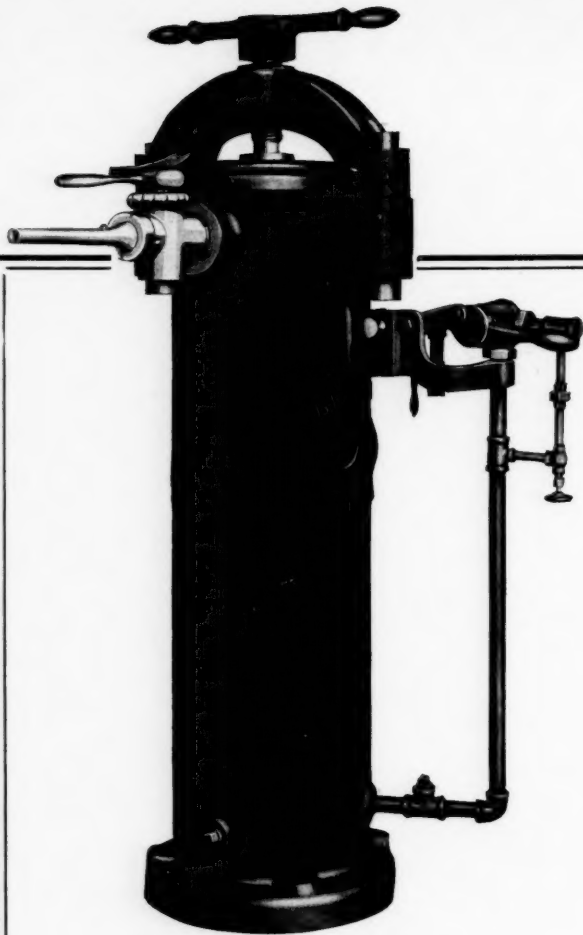
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1853 We Keep Faith With Those We Serve 1924

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No. 18

Institute Committees Report Progress

Summary of Year's Work Shows That Much Has Been Done and Gives Good Promise for Future

Each year, when convention time approaches, the Institute of American Meat Packers takes stock of itself and of the work accomplished during the year. Only by reviewing what has been done can plans be laid for the future that will be practical and worth while.

A very important part of the summing up of the year's work is the reports of the various standing committees of the Institute. These committees and the work they do are the foundation of Institute work and development.

These reports are of great interest to the man who is following the progress his chosen industry is making on the various practical problems that confront it. Through these reports a vivid panorama of work and accomplishment is presented to the industry—

a picture that is a fitting tribute to the position of the world's greatest business.

These committees do their work quietly and without fuss. The work of many of them is of such a nature that very little is heard of them through the year, and often they are almost forgotten between conventions. Therefore it is sometimes a surprise to those not connected with them to find that the committees have been tackling their own problems and working on them steadily through the year, and doing their share in contributing to the industry's welfare.

Many of the Institute's standing committees, of course, are able to report more progress at the year's close than others. Some, by their very nature, have to work slowly, and their progress is best measured over a period of years. Others can tell of rapid strides and big

things accomplished since the last convention.

The reports drawn up by the committee chairmen for the 1924 convention just closed, speak uniformly of achievement. Not a single committee but was able to announce satisfactory progress during the year. Some very notable records were made, and many of the major problems of the industry are a great deal nearer solution today than they were a year ago.

Believing that everyone connected with the industry will be interested in these reports and in the work these committees are doing, THE NATIONAL PROVISIONER is publishing them herewith. They constitute a milestone on the long road to ultimate perfection, and as such are significant of the progress the packing industry is making towards that goal.

Report of Institute Plan Commission

By Thomas E. Wilson, Chairman.

The progress that has been made by the committees of the Institute Plan Commission with the co-operation of the bureaus and of the president and vice-president of the Institute by whom they are administered, is little short of amazing.

The Institute Plan was adopted on October 10, 1922. It is just two years old.

Start of Institute Plan.

The first subscriptions were collected the following February, and the fiscal birthday of the Institute Plan Fund was February 1, 1923, so that money for actually beginning activities has been available less than twenty-one months.

Within that brief time, the three bureaus created by the Institute Plan and financed by the Institute Plan Fund have been staffed, placed in the regular structure of the Institute under administrative responsibility to the President, and a huge programme gotten under way, with gratifying results now already in hand. The convincing details of the progress so far are set forth in the reports of Committees and need not be discussed at length here, but a short summary of the work as a whole,

together with a brief statement of plans for the coming year, seems pertinent.

Thirteen months ago, after careful study, a proposal for an educational program that embodied the results of some months of negotiations was put before the convention for approval. It was provided that in working out the programme, instead of merely having the counsel and help of one capable educator, we should get the co-operation of a great university with specialists in every branch.

At the request of the Institute of American Meat Packers, the report of the Departmental Sessions, which was scheduled to appear in this issue of THE NATIONAL PROVISIONER, is postponed to a later issue.

Those desiring copies of THE NATIONAL PROVISIONER containing these departmental reports are requested to place their order in advance.

It was proposed, in other words, that there be created an Institute of Meat Packing, and that it be conducted by a great university and a great industry in co-operation—something never tried before in precisely this form by either industry or education, so far as can be determined.

Start of Packing Courses.

That proposal was approved by the convention at Atlantic City. It previously had been approved by the University of Chicago. This was in the middle of September last year.

The courses were started, as planned, at the University. All the courses—evening and correspondence, as well as the four-year, residence, day course—are of University quality and difficulty, but the University admits men from the industry on the basis of maturity and proved ability or business promise as well as on a basis of formal schooling. More than 400 different men, employed by more than a hundred different member companies, have received instruction of University grade and difficulty. Some of these took more than one course. More than half a thousand course registrations have been recorded.

In this connection, the several commit-

tees are giving some idea of the great amount of work done in order to collect from various men's experience the fundamental principles of our business, correlate them and record them for teaching and reference purposes. Haphazardness and ignorance or unavailability of fundamental information are going to be eliminated from this business. The faster the fundamental experience of the industry is recorded and analyzed, the sooner it will avoid repeating in the future mistakes made in the past.

The instructional material will improve year by year. The first year was the hardest, for often the man who knows the most is least able to state it.

Men in meat packing are learning to co-operate better and to understand one another's problems more.

Those are outstanding achievements in the educational work. Now what is still needed?

What Is Still Needed?

1. First we need to improve the instructional materials still further; to get more packinghouse experience corralled and boiled down to its fundamental principles. This is being done. The evening instruction is one jump ahead of the correspondence instruction on account of new materials now available. But every new course means building from the ground up. Take the matter of packinghouse credits and collections for an example. A course will be given on it next spring. The information is being gathered.

2. We need to establish evening classes in other packinghouse centers in co-operation with local educational institutions. This is a little ahead of us but not much. We have instructional materials available for some courses that have been obtained by considerable effort and some expense and that readily could be localized and given in local evening classes. Moreover, educational institutions already have approached us with a view to establishing such co-operation. Furthermore, one of our member companies had tried out the experiment successfully, issuing in modified form meat packing tests and lesson sheets furnished by the Institute of Meat Packing and revised for local use.

The principal thing that has been standing in the way now has been lack of funds to employ a special and permanent director for the Bureau of Industrial Education to work out this co-operation with educational institutions in cities where members have their plants. This work would occupy almost the full time of the person undertaking it. We hope to find a way.

Extending Educational Work.

Our Bureau of Industrial Education, which now has no special director, could get a university in, say, St. Louis, for example, to give an evening course in the economics of the packing industry, perhaps, for men engaged in the industry there. The University would have at its disposal the materials and experience achieved by the Institute of Meat Packing. It would be a fine opportunity for employees of our member companies in St. Louis. The course probably would be self-sustaining, since most of the expense of getting and organizing instructional materials is out of the way. The same thing applies to the course in pork operations.

Work is being done on this problem of establishing evening classes in other cities, and the outcome of it will be announced after a careful study has been made.

3. There will be room at the Institute of Meat Packing next fall for applicants of high calibre; young men made of the kind of stuff that brings success in the packing industry or elsewhere. Here is one college that will not direct a man's interest away from the packing business but will point him toward it. Institute members undoubtedly will want to call

these courses to the attention of any young men in their cities who are planning to go to college.

4. We shall need sooner or later to establish other courses and programmes on a less than college level.

Courses Below College Level.

It is possible to start an industrial programme on any level. It can be started on a college level, a high school level, a grammar school level, or an elementary school level. We started ours on the college level for some of the reasons which are indicated below. By college level is meant simply that the courses are as comprehensive, as full, as high in quality, and as difficult to master as college courses. That doesn't mean that a man must be a high school graduate to take the courses. It does mean that he must have a pretty good head on him; must be able to think pretty straight; and be a pretty capable fellow or one giving promise of ability to develop. Otherwise, he will find these courses hard to master.



THOMAS E. WILSON
Chairman, Institute Plan Commission.

As you drop the level of your training programme, the group it reaches increases in number. A training programme on a high school level will be available to more men than a training programme on a college level; a training programme on a grammar school level will mean still more students, and a training programme on an elementary or primary school level will necessitate provision, potentially, for every laborer in your plant. Instruction in fundamental principles on all of these levels is needed, and we hope some day to provide it.

But there are several justifications for starting this training programme at the top instead of at the bottom. One reason is that we did not have money enough or staff enough to provide instruction for many thousands of men.

Another reason is that more effective work can be done with a small group of men when a new thing has just been started.

And still another reason is that, with only so much money to spend in a three-year period, it was advisable to focus on the men who are most important to you and to your business; on the men of most promise, or most capability. Moreover, we frankly hope these men will themselves

become missionaries for such instruction on whatever level it be offered. A final reason is that the higher the level, the quicker the man's interest in a training programme is likely to be. At least that is our opinion.

But sooner or later we want to place our instructional materials at the disposal of local high school systems and state vocational systems for localization and adaptation, with our co-operation, to use on lower levels—lower in the sense that men of less mental ability can take the courses profitably. This is well worth while, but is a development for the future.

Results in Practical Research.

Now consider a word of summary about the results in practical research:

The Institute Plan created a Bureau of Practical Research and got for it funds for a full-time director and a working budget. It provided not only for collecting and recording the fundamentals of current practice but also for developing improved methods of operation. The Committee on Packinghouse Practice was merged with the Committee on Practical Research, and the Bureau of Practical Research, created by the Institute Plan, financed out of the Plan Fund, and administered by the President of the Institute as a part of the Institute's regular staff structure, began to make things hum.

The director has no conflicting interest. He is responsible to the Institute of American Meat Packers and compensated by it. The work goes forward as vigorously between meetings as at any other time. The committee simply has been provided with a motor and machinery. What have been the results?

The Committee on Practical Research has obtained the use of the plants of the various companies represented on the committee as gigantic laboratories for the experimental work the committee has been doing, and is conducting for the purpose of improving present methods of operations. The results are being given to the entire membership.

Operating experiments have been initiated in member plants on problems of far-reaching importance.

Some of the results have been published. Others will be published.

The Standardization Question.

Another big accomplishment, which will grow and save an increasing amount of money for the industry, is standardization. Manufacturers will be enabled to reduce their costs, and the saving that will come to the industry through the extension of such reduction in the number of models will alone save the industry many times what the Institute Plan has cost, besides improving equipment and increasing efficiency.

One of the big services of the Committee on Practical Research—one which will be appreciated increasingly as time passes and the work progresses—is the determining, assembling, recording, and interpreting of the fundamentals of sound operating methods of today. This has been a mouth-to-ear industry, and the knowledge men have acquired has sometimes passed on with them even when it involved merely a fundamental principle common to all sound operating.

The volume on "Pork Operating" is a signal achievement and a step in the right direction. It is another step toward realization of the codification feature of the Institute Plan. Other volumes will follow. They will tell no one's secrets, but will deal with fundamental principles only.

The work of the bureau and committee has been directed along many other valuable lines also, as described in the committee's report.

Now turn for a moment to a summary of the activities in scientific research. Under the guidance of the Committee on Scientific Research, the Bureau of Scientific Research has made excellent progress in analyzing vital scientific problems related

to the packing industry and, in co-operation with other institutions and industries and with the active co-operation of various member companies, already is in the midst of research whose results will repay the member companies many times over. As time permits, this work, too, will broaden and increase still further in value.

Whole Programme Valuable.

This whole programme—operating research, training courses, scientific research—has shown its worth unmistakably. Results have come in more rapidly than we might have expected, and they will continue to accrue.

Some of its activities deserve to be put on a less precarious basis than one which provides for refinancing every three years. Packers, engaged in an industry that makes its modest earnings by terrific effort and phenomenal service, contribute to many worthy enterprises.

But if so we should turn our philanthropy also to that which has accomplished something substantial and promises ever so much more for the profit and good and honor and dignity of the business in which we are all engaged.

The bureaus created by the Institute Plan and financed from the Institute Plan Fund have been placed, of course, in the regular structure of the Institute and are responsible through the Institute's departments to the President of the Institute. The work is reported here only in order that its coordination with the new work the committees are projecting may be made clear and in order that the membership of the Institute may see what sort of dividends it is getting from its investment in the Institute Plan Fund.

Report of Committee on Educational Plans of the Institute Plan Commission

By Oscar G. Mayer, Chairman.

The Committee on Educational Plans has turned its undivided attention during the past year to aiding the development of the Institute of Meat Packing and putting it on an active working basis.

One year ago, various members of this committee told the Institute convention that, with its approval, evening classes for men already employed in the industry at Chicago would be started within two weeks at the University of Chicago; that correspondence courses for men employed in the industry everywhere would be started within a few months; and that, within twelve months, four-year residence, day courses in meat packing would be started at the University of Chicago.

Convention Gave Approval.

The convention gave its approval. The University had already given its consent to the proposal, and the Institute of Meat Packing was formally started two weeks later when instruction in the evening courses was begun. Correspondence courses were made available on February 1, 1924, and thereafter, and the four-year course was opened some three weeks ago. Thus our plans were realized.

The benefits which have been and are to be derived from this educational program both by the industry and the University were detailed to the convention at the proper time. But this committee wishes to make mention of certain outstanding facts concerning the progress of the Institute of Meat Packing, which speak eloquently for this work in which it has had the privilege of participating.

Twelve Evening Courses Given.

Twelve different evening courses in meat packing were given at the University during the last school year and twelve correspondence courses in the same subjects were offered before September 1, 1924. A total of 583 course registrations was received in these courses, 167 for the cor-

respondence courses and 416 for the evening courses.

Owing to the fact that certain students registered for more than one course during the year, the total number of individual students was about 400—somewhat less than the total number of registrations. With but few exceptions, the students were men already employed in the packing industry.

It is not possible to report at this time on enrollments in the four-year courses, or in the evening courses for the coming school year. Fifteen courses will be offered this year for evening study. Twelve are now available by correspondence, and others will be added as conditions justify. The number of courses for the year has been increased as a result of the gratifying interest shown in the courses of last year.

Has Aided in Movement.

The committee feels that it has played a part in one of the most progressive steps



OSCAR G. MAYER
Chairman, Committee on Educational Plans.

ever taken by the packing industry and that it has aided in a movement which promises much for the industry and for its employees.

In addition to serving in a general advisory capacity, this committee has assisted in three distinct ways in developing the program: first, in helping to assemble the instructional material; second, in helping to select instructors from the industry for the evening courses and third, in actively bringing the courses to the attention of employees who were eligible to register and in helping to obtain the closest possible co-operation from the employing companies.

When the committee commenced to look for suitable instructional material for the evening courses, it found practically none which was easily adaptable; at least, there was comparatively little in print. Whatever facts and figures were available were, for the most part, in the heads of the leaders of the industry.

Information Made Suitable.

By various means, much of this information was collected, correlated, and made suitable for instructional purposes. The task was a great one, and its successful execution required and received vigorous co-operation from various individuals whose generous contributions to the fund of educational material made it possible to start the instruction off on a satisfactory basis.

Course by course, facts have been assembled and more demands must be made on the men who have it in their possession.

Selecting instructors who could present

this material in a capable manner to the student and finding from the available men those who could give the time to this work was equally as important, although not so difficult, a task. It was understood in the agreement between the industry and the University that the industry should help find instructors for certain courses.

Instructors from Field.

A brief survey of the field showed a number of men in the packing plants who could serve unusually well in the capacity of instructor in various courses. These men, some of them members of the committee itself, stepped in unselfishly and made it possible for the educational program to go ahead on schedule. Members of the faculty of the University have, of course, handled certain of the classes and have done their part in the work.

There already has been given in this report a brief summary of the registration. The committee does not hesitate to say that this number of students could have been increased had it been the intention to increase the enrollment merely to make a better showing.

Kind of Employees Eligible.

In this connection, this fact must be borne in mind: The courses offered by the Institute of Meat Packing are of college grade and difficulty. Hence, only a certain number of the industry's employees, those who have had mature experience in the industry and whose work in the industry has indicated that they could profit from the courses, or those who have had at least a complete high school education or its equivalent, are eligible to register. In fairness to the applicant himself, among other considerations, such restrictions are necessary.

Furthermore, no effort has been made to urge employees to register against their will. Every effort has been made, however, to bring the courses to the attention of prospective students and other interested and eligible employees. The nature and purpose of the classes and the immediate benefits of the study have been frequently emphasized, but that has been deemed sufficient.

It is obvious that the committee's work along these lines is not finished. New policies are to be established, new courses are to be opened, and more students are to be enrolled. And the task of collecting instructional material must be continued vigorously, to add to or improve that which now exists.

We may quite rightly assume that, to a degree, the courses will be their own missionaries. That their value has been recognized by the students is apparent from the replies to a questionnaire furnished to its student employees by several member companies which were represented in the evening classes.

Frank Opinion Requested.

An impartial and frank opinion of the instructional material, the ability of the instructors, and other phases of the courses was requested. The replies were, in the main, not only favorable but also enthusiastic.

In closing, it seems fitting to give all possible credit to other committees and bureaus of the Institute, to the instructors, and to various individuals in the packing companies, who have made this committee's co-operation in the general educational plan easier and more effective.

Report of Committee on Practical Research of the Institute Plan Commission

By R. F. Eagle, Chairman.

Your Committee on Practical Research points with satisfaction to the achievements of the past year. At the 1923 Convention we had just established our Bureau of Practical Research as a permanent active department with a full time Director and

Secretary, so that the development and activities which we are about to outline come entirely within the past year.

During the past year your committee has held twenty-four meetings, and its members, who are among the busiest men about the packing house, have given generously of their time in attending these meetings and deciding questions of policy, and, between meetings, in assisting the director with his service work, and in conducting Practical Research tests at their respective plants, as well as assisting liberally in making a success of the Operating Courses in the Institute of Meat Packing, and in the preparation of the Reference Volumes on Meat Packing Operations, which are destined to be so important in unifying and improving our industry.

Providing a Working Background.

With the establishment of a permanent bureau, our first problem was to provide



CHARLES E. HERRICK
Member Executive Committee

the director and his secretary and future assistants with a physical working background.

In addition to the necessary office furniture, we secured a complete draughting outfit, file cases, and book cases.

We inherited a very valuable file from our Committee on Packinghouse Practice, answering many and varied inquiries from member companies, and containing valuable original contributions from members of the committee. These were of great benefit to the director in carrying on his service work.

His first work was to go through these files, familiarizing himself with their contents and abstracting them to make them available for immediate easy use. This abstracting was carried into the proceedings of all former conventions, and copies of all the articles of operating interest were made and transferred to the permanent archives of the Institute.

Using Practical Material.

The files of THE NATIONAL PROVISIONER were also carefully gone through, and all articles of interest to operating departments were indexed and abstracted.

Complete files of trade and technical publications were started and are now available to our operating and engineering and mechanical departments. This, together with books of operating interest, forms a reference library of real value.

We sent out a list of these books, bulletins, and articles, inviting our members to

make use of them, and we loaned books and bulletins to scores of members all over the country, as well as furnishing hundreds of articles to member companies. Since this list was sent to the members, we have added many valuable books and articles to our library.

Our draughting department has furnished plans to member companies, as well as working out designs of truck and trolley construction, etc.

Establishing an Industrial Museum.

One of the principal aims of the Institute Plan was the establishment of a great Industrial Museum. Lacking permanent headquarters, we have been limited in our program as regards this museum, but we have established a display of all non-perishable or semi-perishable packing house products, and of supplies, such as salt and other curing ingredients, lubricants for trucks, other packing house machinery, and so forth.

This small collection was on display at Convention headquarters, and we solicit contributions from member companies and machinery and supply houses, to augment this display. We want the members to feel that this is their collection, and we depend upon them to make it what it should be in size and quality.

Our Operating Service Work.

The Institute of American Meat Packers has long been renowned for the beneficial service work done by its Committee on Packinghouse Practice, and this service work has been continued and extended by our Committee on Practical Research which succeeded the Committee on Packinghouse Practice.

This service work has covered an unlimited field, but it may be properly divided into two classes: construction, machinery and supplies; and methods and general information.

Machinery, Construction and Supplies.

We have secured a library of catalogs covering machinery and supplies of interest to meat packing plants, as well as the construction of buildings for housing such plants. These are cross indexed and are available to all members, and are of great assistance to the bureau in answering inquiries from members.

During the past year we have received hundreds of letters from member companies all over the country inquiring where certain machinery or supplies might be purchased, or asking us to recommend the best kind of equipment or supplies. We have consistently furnished all possible information freely and unreservedly, drawing upon our entire membership for such information to make sure of its being authoritative.

Many questions of proper construction of floors, coolers, paints, etc., have been referred to us, and we have answered them after referring them to outstanding engineers and construction experts, thus giving our members the best advice available within the industry. * * *

Personal Service.

The director made three out-of-town trips in which eight plants who had asked for personal service were visited and assistance given. Fifty-six other plants were visited and surveyed for comparative reference in securing the fullest possible operating data. Personal contact with the operating organization in these plants was found to be invaluable to the Director.

The director has also acted as a personal "trouble shooter" at Chicago plants.

Bulletin Service.

A bulletin service was started to keep our members advised of our investigations and conclusions. We have issued an average of one bulletin every two weeks this year, and our members' appreciation has been attested by the fact that more than a hun-

dred extra copies of every one of these bulletins have been requested.

In this bulletin service we have inaugurated a campaign against operating losses. Included in this campaign was a distribution of several placards.

Fourteen thousand of these placards have been distributed among our members and may be found on cooler doors, etc., all over the country. The demand is still strong, and additional copies are obtainable from our Bureau of Practical Research at three cents each.

Real Practical Research.

The various members of the Committee on Practical Research and other loyal members kindly volunteered the use of their plants for experiments, looking toward the betterment of operating methods, and the following practical research work is in progress at member plants:

1. Dry rendering (one bulletin has been issued and work is still in progress).

2. Tests to determine the effect of temperature on ham boiling shrinkages, and the effect of curing gain upon boiling shrinkages.

3. Best temperature and time for chilling hogs. (Work in progress at two different plants, and a bulletin is now in preparation.)

4. Reclamation of grease and catch basin construction. (One bulletin issued and work still in progress.)

5. Extermination of pests: flies, rats and skipper flies. (Two bulletins issued and work still in progress.) A bulletin on skipper flies is being prepared.

6. Co-operative research with the Bureau



DR. R. F. EAGLE.
Chairman, Committee on Practical Research.

of Scientific Research on proper temperatures for curing and the effect of various temperatures upon penetration of curing ingredients, length of cure, color of products, etc.

Investigating New Methods.

One of the most important functions of our bureau has been to investigate pseudo-technical persons, attempting to pass themselves off as operating experts with a super process or with some marvelous supplies (apparently mystically endowed). A number of such cases have been investigated at the request of members and found to be without merit.

We urge that all members who do not have a highly developed specialized technical department refer their problems to our Bureau of Practical Research.

We originated a prize contest for practical operating ideas, offering two prizes of \$500.00 and \$250.00 for the best ideas submitted by employees of member companies.

We received about one hundred entries in this contest, and announcement of the winners was made at the convention. A special bulletin will be sent out to the members, giving the meritorious entries in this contest.

THE NATIONAL PROVISIONER, our official trade publication, offered an additional prize of \$100.00, and we are further giving Institute of American Meat Packers official awards of merit, for good ideas which failed to win prizes. All of the meritorious articles are to be featured in trade and technical publications, which will give fame and recognition to these successful entrants.

During the year considerable work was done by the Society for the Prevention of Cruelty to Animals in perfecting a practical humane stunning device. A \$10,000.00 prize had been offered by the New York Society, and a Committee to award these prizes was appointed, including Dr. J. J. Hayes and F. J. Gardner, representing the Institute of American Meat Packers, to whom great credit is due for their untiring efforts.

Our Bureau of Practical Research co-operated actively with the S. P. C. A. in furthering practical tests which were held at a member plant, convincing the S. P. C. A. of our earnest and active co-operation in the production of humane stunning devices. This is reflected in an absence of attacks upon the industry from responsible Humane Society agencies. Further work along this line is under way.

Simplification and Standardization.

When Thomas E. Wilson conceived that splendid broad plan of education and research he was ably assisted by Myrick D. Harding and Arthur W. Cushman, of the Committee on Packinghouse Practice, and these "Pioneers of Progress" looked into the future with a breath of vision, unexcelled by the representatives of any other industry.

First and foremost of the plans outlined was a broad plan of simplification and standardization of methods and equipment, whereby the fundamental principles of Packinghouse Practice might be expounded, with the idea of eliminating improper and unsound and unnecessary methods, and to point the way toward maximum operating efficiency.

Standardization on a basis of the very best machinery and supplies, as well as building construction, with the elimination of hundreds of obsolete and less efficient designs and styles of construction is a part of this program and will be reflected in the production of better equipment and supplies at less cost, as well as a reduction of necessary inventories and other benefits too numerous to mention here. This is covered thoroughly in our bulletin, "Simplification and Standardization," issued concurrently with this report.

Volume on Pork Operating.

Our first volume on methods, entitled "Pork Operating," has just been published, and a copy distributed to every Institute member. This volume also is being used as a reference work of our Operating Courses in the Institute of Meat Packing.

To be of the real value, which is intended, this book must be absolutely correct. Your Committee on Practical Research has given liberally of their time and thought in preparing it, and we earnestly solicit your attention to it. Please read it over carefully, and let us have your constructive criticism, suggestions and amplification. Your contributions will be gratefully accepted.

We are already working on our second book, "Beef Operating," which will be followed by "Small Stock Operating" and "Manufacturing Operations and Allied Lines." We hope to complete at least two of these volumes before the next convention.

We have assisted the Committee on Educational Plans by giving ten lectures before classes of the Institute of Meat Packing, in addition to assisting in outlining the courses and in writing the reference volumes.

Compiling History of Industry.

We have secured a great mass of historical data from member firms and individuals, dealing with the beginnings of the industry and with the founders of individual meat packing firms, and those who have so ably carried them forward.

Your committee and bureau have, at all times, had the untiring personal support and co-operation of the President of the Institute of American Meat Packers. We take pleasure in acknowledging that our progress for this year, which has been even greater than we could have anticipated, has



ARTHUR LOWENSTEIN.

Chairman, Committee on Scientific Research.

been largely due to his generous assistance.

We are also pleased to pay the highest tribute to the Chairman of the Institute Plan, who made this whole constructive program possible. The work which we have in prospect is almost endless, and we are anxious to push it forward with all possible speed, but our committee takes a pride in the fact that we were well under our budget last year, and will be within it this year, and always. Our aim is to obtain maximum results from the expenditure of the money provided in our budget.

Future Plans of Committee and Bureau.

We plan the following activities for our committee and bureau during the ensuing year:

1. Our bureau will be extended by the addition of an assistant to the director. A high class man will be secured at a very reasonable cost through our connection with the University of Chicago. This plan was tried out for several weeks this summer in making our hand truck survey, with great success.

2. We will extend our operating library and our draughting department, and increase our service by sending out the director on personal service trips.

3. We expect to extend largely our Industrial Museum, and just as soon as we get into permanent headquarters, we expect to commence work on our models, de-

signs and specifications for the Museum.

4. While it is obvious that the plant research work outlined above is enough to keep us very busy, we have the following additional work in prospect:

Will Push Lard Experiments.

(a) Experiments to improve pure lard, as to keeping quality and color, and to eliminate the necessity for bleaching agents.

(b) Co-operative research with the Bureau of Scientific Research on paints and floors, and with the Biscuit and Cracker Manufacturers' Association regarding the keeping quality of shortening.

(c) Application of ideas submitted in our prize contest. The valuable ideas submitted in this contest will be published and distributed to member companies, and our committee and bureau will do everything possible to assist those contestants who have submitted ideas of potential merit (but who have lacked opportunity for a practical demonstration) by testing them out at member plants. All ideas and processes failing to win prizes this year will be eligible for improvement in next year's prize contest.

5. The prize contest will be continued, encouraged and extended.

6. It is our intention to complete and publish the volumes on "Beef Operating" and "Small Stock Operating" during the Convention year.

7. We will assist in the educational work as fully as possible. The chairman of our committee will have personal charge of the operating courses, and will have the active assistance of the director and other members of the committee.

The chairman wishes to thank each member of the committee personally for his loyal co-operation and support.

He also wishes to express his appreciation of the untiring efforts and the good work accomplished by the secretary of the committee, who is also director of the Bureau of Practical Research.

Report of Committee on Scientific Research of the Institute Plan Commission

By Arthur Lowenstein, Chairman.

The committee on Scientific Research has had frequent meetings during the past year. The chairman wishes to acknowledge his indebtedness to the members of the committee for their consistent cooperation and loyalty.

The launching of the Bureau of Scientific Research on a broad, sound and constructive basis, with careful regard for the rights of individual firms, has not been a simple matter. Members of the committee, as well as the several sub-committees, have given freely of their time and counsel in solving this difficult problem.

Two Major Problems Faced.

With the permanent organization of the Bureau and appointment of a full time director on February 1, 1924, the two major problems, namely, what types of research to undertake and how best to carry them out, were faced.

First, a study was made of Packing House Research Problems, and available literature and references on individual subjects, abstracted, collected and systematized.

The following list of topics is a sample from the Bureau files and will give some impression of the range of subjects covered:

The Role of Carbohydrates in the Pickling of Meats.

The Use of Nitrates in Curing Meat.

Ham Souring.

Beef-round Souring.

Packing House Sewage Disposal.

Changes in the Freezing and Thawing of Meats.

(Continued on page 34.)

Death Takes Henry C. Wallace

After an illness of some weeks, Henry Cantwell Wallace, Secretary of the United States Department of Agriculture, died October 25, at the Naval Hospital, Washington, D. C. His death resulted from toxemia poisoning which followed an operation performed a week previous in an effort to relieve sciatica.

Funeral services were held in the White House, Monday, October 27, and were attended by the President and members of the Cabinet, high army and navy officers, the diplomatic corps and friends and relatives. The body was taken to Des Moines, Ia., where private services were held and burial made on October 29.

Born in Illinois.

Secretary Wallace was born at Rock Island, Ill., May 11, 1866. His father was Henry Wallace, founder and editor of "Wallace's Farmer." He entered Iowa State College at Ames, Iowa, where he was graduated in 1891. He was professor of dairying there for two years following 1892, and from there went to join his father in the editorial and general direction of the farm paper.

During his days as an editor he was active in farm organization work and farm movements. He was for many years secretary of the Corn Belt Meat Producers' Association, during which time he led in carrying on successful litigation against Iowa railroads for lower rates on live stock.

He also served on several Government committees at various times, and was a member of the marketing committee of the American National Livestock Association.

Chosen by Harding.

Mr. Wallace's activities in agriculture resulted in his being chosen by President Harding as secretary of agriculture, which office he entered March 4, 1921, and continued until the time of his death.

The outstanding work of his administration was the organization of the packers

and stock yards administration. He was also active in obtaining larger recognition for agricultural products in the United States foreign commercial service and authorized a number of investigations into the trade for farm products abroad.

The improvement of the Year Book of the Department was one of the notable achievements of Secretary Wallace's administration. He added complete studies of the production and marketing of the principal agricultural products to its statistical features. He thus gave a value to the Year Book such as it never before



THE LATE HENRY C. WALLACE

had, and established a high standard in it and other Department publications.

Tribute from the President.

President Coolidge paid this tribute to the dead official:

"All of us who had been associated so long with him share in the sorrow which this hour has brought. His loss will be,

indeed, a loss to the entire nation, for his fine qualities and able, untiring services had endeared him to all the people.

"Coming from private life to the post of Secretary of Agriculture, at a time in which its administration was surrounded by acute and unprecedented difficulties, he brought a practically effective equipment of wisdom, industry and executive capacity, and through their unsparing application he achieved a splendid series of successes in behalf of the restoration and rehabilitation of these supremely important national interests.

"His work has won for him the unstinted confidence of all citizens, as his high character and appealing personal qualities gained for him the affection of all who enjoyed the privilege of intimacy with him."

Gore Made Acting Secretary.

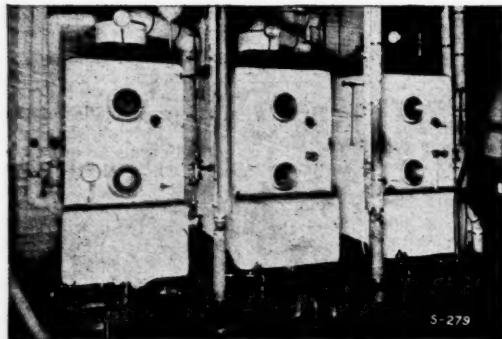
Howard M. Gore, Assistant Secretary of Agriculture, has been appointed acting secretary. Mr. Gore was absent from Washington at the time of Mr. Wallace's death, and pending his return to the city, Charles F. Marvin, chief of the weather bureau, was made acting secretary. Mr. Gore will perform the duties of acting secretary until Mr. Wallace's successor is appointed.

The packing industry came closest to Mr. Wallace in his administration of the packers and stockyards act. The industry and Mr. Wallace did not always agree in the details of this administration, but a spirit of co-operation and good will has always existed. Only a little over a year ago Mr. Wallace addressed the convention of the Institute of American Meat Packers at Atlantic City, giving a very frank talk, as a result of which the whole industry understood better just what the Department was trying to accomplish in its administration of the act.

A spectacular figure in the agricultural and livestock fields has passed on. It will only be in the retrospective that the full value of the work he did and the ideals for which he strove will be fully understood and appreciated.

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Swenson Evaporator in use by the Baker Packing Co., Chicago

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tinue except by letter.

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Protect the Beef Market

Packers and cattle raisers often wonder
what is the matter with the beef demand
in the United States and why it is such a
sensitive thing.

The consumption of fresh beef is influ-
enced by everything from a fast day to the
receipt in the community of a car of straw-
berries. Indeed, the public increases or
decreases its beef consumption in a most
whimsical fashion.

There is a satisfaction in eating good
beef that comes from the consumption of
few other foods. Many people will re-
fuse poultry, a widely recognized delicacy,
and take steak or roast beef instead.
Every time they do, and the beef served
is of first quality, just so often do they
want to repeat the experience.

But when the steak or roast looks good
but tastes like so much rag or paper might
the consumer tries another kind of meat
the next time. After a while he comes
back to beef in the hope of securing that
delicate delicious flavor he loves so well.
The kind he knows good beef should have.

Too often the experience of the tasteless
beef is repeated and the consumer turns
to some other food. This unfortunate sit-

uation harks back to the inclusion in our
beef supply of so-called "beef" produced
by dairy stock. These cattle have been
bred and fed for milk and butter fat pro-
duction and not for beef, and they work
unmeasurable injury to the beef industry
proper.

Beef from dairy cattle furnishes one
of the greatest stumbling blocks to in-
creased beef consumption. The cost of
manufacturing these animals into meat is
just as high or a little higher than man-
ufacturing beef from an animal bred and
fed solely for beef production. There is
therefore produced a low grade product
which must be sold at a fair price to cover
original cost and cost of processing and
marketing.

The public should be educated to the
fact that the cheapest cut of beef from a
good beef steer is better flavored than
the best cut from a dairy cow carcass.

If beef consumption is to increase to the
proportions it should rightfully assume,
dairy beef should be sold as such and reci-
pes of all types broadcasted for cooking
this beef with highly flavored vegetables
and condiments to make it appetizing.

Quality beef is so finely flavored that it
needs no supplement in its preparation to
make it one of the most delicious of foods.
On the other hand, dairy beef is a sub-
stitute and should be labelled in some
way so that it would not interfere with
the legitimate sale and demand for real
beef.

The beef cattle industry of the western
ranges would not have passed through the
tragic experiences it recently has, had it
not been for the competition it had to meet
from the large number of dairy cows sent
to the primary markets of the country.

When these western grass cattle, practi-
cally all of which are of good beef breed-
ing, can go through the corn-belt feedlot
or through feedlots in districts adjoining
large markets, and when there is no inter-
ference in the demand for real beef by
the substitute furnished by the profitless
dairy cow, the beef industry will profit.
The packer will have a product that will
practically sell itself, and the consumer
will have furnished him one of the most
nutritious and tasty articles of diet it is
possible to secure.

The beef output of the country is a
haphazard affair. It is a makeshift mat-
ter rather than a solid business proposi-
tion, and one that needs revising along
economic lines. It is one of the funda-
mental industries of the nation and should
not be interfered with in order that an-
other great industry can reap still larger
returns by capitalizing on a by-product.

Let the beef cattle man fight for the

market that is rightfully his, and he will
be rewarded by an enormously increased
demand for his product.

The packer, as the market agency,
merely stands between and is helpless to
do other than process and sell to the best
advantage possible the raw product sent
to the market on which he operates.

The Retail Meat Dealer

The retail meat business—or butchering
craft, as it is sometimes wrongly called—is
a highly-specialized business and a most
essential one in any community.

The successful operator in it is an execu-
tive, an economist, an all-round business
man, an expert salesman. Above all, he sells
one of the most important of all foods.

As a business man and an economist,
the meat retailer must be not only a judge
of quality in cut meat, but he must recog-
nize this quickly in the carcass, and must
know just about what a side or quarter of
beef or a hog or lamb carcass will yield
in the various cuts.

He must know how to break up car-
casses or wholesale cuts so there will be a
minimum of waste.

He must study his trade and know what
they want, always endeavoring to supply
this, but at the same time being a good
enough salesman to dispose of slow-mov-
ing cuts as well as those in greatest de-
mand.

The retail meat dealer must ever have
his eye open to enlargement of his busi-
ness, being certain that he is getting every
bit of trade his territory will produce.

He must know how to utilize trimmings,
fat and bone, so that every by-product of
his business will give him its maximum re-
turn and waste will be unknown.

The retail meat dealer's ability as a
salesman is tested all day and every day.
If he is a successful retailer, it goes with-
out saying that he is an expert salesman,
and his lessons have been learned in the
school of experience.

As an all-round business man and execu-
tive he must know his location, his trade,
how to manage his overhead, employ his
help, keep up his standards, and maintain
a first-class business in keeping with or
ahead of the general level of his neigh-
borhood.

The successful retail meat dealer is an
outstanding, all-round business man and
automatically takes his place with other
business and professional leaders of his
community and his state.

More power to him! He is the product
of initiative, experience, industry and
natural ability. These, combined, consti-
tute the highest type of American citizen.

The other kind we won't talk about
There are too many of him, anyway!

PRACTICAL POINTS FOR THE TRADE

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More Mould in Sausage

A sausage maker in the West writes as follows:

Editor The National Provisioner:

We are having trouble with mould in sausage. We use nothing but fresh pork trimmings in our sausages, but as we get same from outside concerns the trimmings usually are about two days old. They are chopped without ice or water, adding water only in the mixing. They are stuffed in medium hog casings and carried from stuffer to cure room, where they are lightly smoked every day at a temperature of about 40 degrees for from 16 to 20 days, then placed in tin cans, closed air-tight and shipped.

We have noticed that the mould appears within a period of 10 days and we can not find the fault.

We use the same process in the making of all our sausage, and use 70% lean and 30% fat trimmings. However, we do not cook them or keep them in the cooler.

We experience this trouble principally with our Spanish sausages, known as chorizos. Outside of a few of our lots of other sausage the rest have a very good taste and their color is what we expected.

It is noted that the inquirer uses nothing but fresh pork trimmings, which are purchased from outside concerns, the trimmings usually two days old upon arrival.

The inquirer states that they add water in the mixing. What percentage of water is used?

He further states that after chopping and mixing the product it is stuffed in medium hog casings and carried from stuffer to cure room, where it is lightly smoked every day at a temperature of about 40 degrees for some 16 to 20 days, then placed in tin cans, closed air tight and shipped.

Wrong Way to Do It.

This is a very unusual procedure, and we can not comprehend sausage being smoked in a cooler room, which would indicate cooler temperatures. The statement that it is smoked every day at about 40 degrees would also indicate cooler temperature.

It is also necessary to know if the product is carried at an even temperature day and night.

It appears that mould shows up within a period of 10 days or, as it would seem, about half way through the smoking process. Since water is used in the manufacture of the sausage, and it is carried at a temperature of 40 degrees in an effort to smoke, the temperature is about right to allow the moisture to work out of the meats. The little heat directly under the sausage in the cooling room is drying off the moisture as it comes to the outside and develops a mould.

This product should be smoked in regular smokehouse at the lowest possible temperature during warm weather, as the sausage will dry out in the regular smokehouse more rapidly. For this class of product water should be eliminated altogether in the manufacture.

How to Make Chorizos.

The main trouble seems to be on the Spanish sausage known as chorizos. The meat should be ground fresh, salt and spices added, and cured in cooler temper-

atures of 36 to 38 degrees for from 48 to 72 hours, then suffed in medium hog casings and put in regular smoke house and smoked for about 36 to 48 hours at a very low temperature, using hardwood sawdust only.

After the product has developed a satisfactory color and shows firmness, then place in ordinary natural temperatures or a dry room, if possible, and carry at a temperature of 55 to 60 degrees until the sausage is thoroughly dried. Then pack in tins.

The inquirer states that after smoking 16 to 20 days in cure room, at about 40 degrees, the product is placed in tin cans, closed air tight and shipped.

We fail to see how the inquirer can handle sausage in this manner and get satisfactory results. It is assumed there would be enough moisture in this sausage to create gases, which would cause the cans to swell and eventually spoil.

This product should be processed after packing in cans, and each can carefully inspected after it is processed to prevent air leaks, which could occur from a slight pin hole or imperfectly-soldered cans.

Better advice can be given after receiving more complete information from the inquirer as to the amount of water he is using in the sausage, and if he is actually smoking in cooler temperatures as his letter would indicate. Also what facilities he has for handling through regular smokehouses, his air-drying facilities, and the quantity of product manufactured.

Small Butcher's Hog Test

A local butcher in one of the Western states writes as follows:

Editor The National Provisioner:

Could you furnish me with a chart giving the price and weight of live hogs and what I would have to get for the cuts and the lard to come out even, or show a profit?

I expect to render the fat and sell the rest of the meat all fresh.

Would use hogs weighing 250 to 300 lbs., and of a quality that will dress out well.

The practical way to work out your salvation is to make a test on one hog. Carefully weigh each cut and multiply the number of pounds in it by the price per pound that particular piece of meat is bringing in your territory.

After finding the total price of each cut, add altogether. From this total subtract the cost of your live hog plus a fair average charge per hog for your labor, rent, and any other expenses you may have in connection with your meat business.

If your result shows a loss, then it is up to you to figure where you can add to your selling prices, or cut down on your costs enough to take up the loss and show a profit.

For instance, if you wanted to show a profit of as much as 25% on your total sales, this would mean that you would have to figure your selling price 33 1/3%, or one-third higher than your cost.

As an example, if your total cost on one hog was \$27.00, and you wanted to make 25% profit, you would have to sell the products of the hog for a total of \$36.00.

Very few butchers can secure a uniform margin on all meats they handle. Some butchers can get a higher price for some cuts of meat, but must sell other cuts at a lower price.

On an average, a 225 to 250-lb. hog will cut out the following percentages in cuts:

	Per cent
Loin	13.3
Ham	18.0
Shoulders	15.2
Bellies	10.8
Back fat	15.3
Leaf lard	3.3
Spareribs	2.8
Neck bones	2.0
Sausage meat	8.0
Head	6.7
Feet	3.3
Waste	1.3

Total100.0

These figures may be of assistance to you in your general calculations, but you will do best to make out your own chart, based on a cutting test made at intervals on one or more hogs.

Don't forget to figure in your operating and selling expenses. THE NATIONAL PROVISIONER has published a "Short Form Hog Test" which gives a very clear idea on this point and which should prove useful to small butchers. Even though it was prepared for packers' use.

Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of the standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Difference in Ham Cures

A meat merchant in the South writes as follows:

Editor The National Provisioner:

The following fact has been a puzzle to me for years, and I have been unable to find an answer from any packinghouse salesman:

Why do some hams carry an excess amount of salt?

Will you tell me why there should be any difference at all in the cure of hams.

The fancy brand hams are selected on the cutting floor for texture, smoothness and fat limits, and are cured in a very mild pickle, without pumping. Consequently the fancy brands are top quality. They show less gain in curing process and require more time in cure, due to the fact that the product merely absorbs the cure.

The next best grade carries a greater percentage of fat and are pumped on the put-down and on the overhaul at certain dates. They are cured in about 8 degrees stronger pickle, in addition to the full strength pumping pickle used, and naturally absorb more salt.

The difference, therefore, is in both the quality and cure.

Why Do Hams Vary?

This same inquirer comes back for more information. He says:

Editor The National Provisioner:

Referring to your answer as to the method of cure given the first brand of hams put out by packers. What I want to know is:

Why do they not give all hams the same cure? Why do they let some carry more salt than the others?

Regardless of fat, etc., it seems good business procedure to me to have all the hams of the same mild cure, and not some so salty they cannot be fried or boiled.

Why do the packers do this; this is what I want to know?

No Reason for Salty Hams.

There is no good reason for any ham, even a No. 2 product, being salty enough to cause complaints from the trade.

Regular hams often carry enough salt to warrant parboiling before frying, but this should eliminate the excess salt. The second grade hams should be mild in flavor if they are pulled from pickle vats at the proper age.

On the contrary, if hams are allowed to remain in curing vats indefinitely and become pickle-soaked, the product is bound to be extremely salty. But we cannot imagine any progressive concern allowing this condition to exist.

As to why packers do not give all hams

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

the same cure; this would not be practical and it would be a misrepresentation to attempt to market each and every ham as a fancy brand.

Hams from undeveloped hogs are coarse in texture, and even though cured in mild pickle they would not eat tenderly.

Money Tied Up in Curing.

Another point worthy of consideration is that it requires considerably more time to cure the fancy brand, as the hams merely absorb the pickle, and naturally must remain in the vats until the pickle permeates the center of the hams. It would involve more capital to operate on this basis, and producers would be unable to turn the product over fast enough to supply the trade.

The present system is very practical under proper supervision. Also, the trade will agree that the demand does not run entirely to the fancy brand meats.

There are certain locations that demand quality and are willing to pay the price, but there are many other sections of the country where price is first consideration, and quality second.

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

L. A. Frey & Sons, Inc., New Orleans, La. For hams, bacon and sausage. Trade mark: FAVORITE. Application serial No. 164,537. Class 46, Foods and Ingredients of Foods. Claims use since February 1, 1909.

Louisville Provision Company, Inc., Louisville, Ky. For hams, bacon, lard and sausage. Trade Mark: SOUTHERN STAR. Application serial No. 199,069. Class 46, Foods and Ingredients of Foods. Claims use since January, 1910.

Southern Star

E. K. Pond Company, Chicago. For pickled pigs' feet. Trade Mark: TRILBY. Application serial No. 200,521. Class 46, Foods and Ingredients of Foods. Claims use since June 16, 1924.

Swift & Company, Chicago. For sausage. Trade Mark: NEPTUNE. Application serial No. 200,787. Class 46, Foods and Ingredients of Foods. Claims use since October 8, 1907.

The Smithfield Company, Inc., Smithfield, Va. For hams. Trade Mark: AMBER. Class 46, Foods and Ingredients of Foods. Application serial No. 201,051. Claims use since March 1, 1922.

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GUNNS WINS BACON PRIZE.

Brigadier-general J. A. Gunn, of the Canadian packing firm of Gunns, Ltd., Toronto, recently received a cablegram from London, England, advising him that his firm had again won the world prize for bacon and in addition had also captured the second prize.

General Gunn stated that he had shown only one exhibit last year and decided to have two at this year's dairy produce show, open to the British Empire. He was highly pleased with the complete success which attended the exhibit.

There is every indication now that Canadian bacon will meet Denmark, its strongest competitor in the British market, on a more advantageous footing than formerly and the results of the past two exhibitions indicate that the right class of hog can be bred successfully to comply with all the points demanded by British importers and consumers. No information has come to hand yet as to the rating earned by the other Dominions or by the Old Country competitors. The personnel of Gunns, Limited, is jubilant at the repetition of last year's triumph.

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending October 25, 1924, with comparisons:

	PORK, BBLs.		From to Oct. 25, 1924.
	Week ended Oct. 25, 1924.	Week ended Oct. 27, 1923.	
United Kingdom...	475	10	3,260
Continent	475	2,771	20,380
So. & Cent. Amer.	240	416	29
West Indies	240	416	16,291
B. N. A. Colonies.	240	416	25
Total	715	3,197	39,976

BACON AND HAMS, LBS.			
United Kingdom...	8,438,500	10,742,000	497,335,810
Continent	3,355,500	6,990,000	255,063,275
So. & Cent. Amer.	104,000	124,000	1,435,500
West Indies	200,440	5,621,700	5,621,700
B. N. A. Colonies.	200,440	5,621,700	2,115,000
Other countries	95,000	2,430,500	2,430,500
Total	12,089,000	17,732,000	764,001,985

LARD, LBS.			
United Kingdom...	5,101,100	3,467,925	235,558,089
Continent	7,512,484	12,147,374	575,394,008
So. & Cent. Amer.	104,000	124,000	5,834,808
West Indies	200,440	5,621,700	5,430,680
B. N. A. Colonies.	200,440	5,621,700	123,700
Other countries	16,004	580,351	580,351
Total	12,934,628	15,739,299	822,922,236

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Bacon and hams, lbs.	Lard lbs.
New York	475	7,000,000	10,567,628
Boston	475	163,000	42,000
Philadelphia	240	4,000	297,000
New Orleans	240	4,922,000	2,028,000
Montreal	715	12,089,000	12,934,628
Total week	1,230	12,714,500	12,312,092
Previous week	1,718	11,691,750	14,549,808
2 weeks ago	3,197	17,732,000	15,739,299

Comparative summary of aggregate exports in lbs., from Nov. 1, 1923, to Oct. 25, 1924.

	1923-1924.	1922-1923.	Decrease.
Pork, lbs.	7,995,200	11,028,800	3,033,600
Bacon & Hams, lbs.	764,001,785	824,251,704	60,249,919
Lard, lbs.	822,922,236	864,640,701	41,718,465

SEPT. INSPECTED SLAUGHTERS.

Slaughters under federal inspection in the United States during September, 1924, totaled 870,171 cattle, compared to 809,810 in September, 1923. Hog slaughters were 2,856,960, against 3,212,350 a year ago. There were 1,149,675 sheep slaughtered under inspection, compared to 989,560 in the same month a year ago.

Cattle killing at inspected houses for the nine months ended September, 1924, numbered 6,699,025, compared to 6,607,853 for

the same period last year. Inspected hog slaughters for the nine months were 38,133,249, against 37,761,320 the same period in 1923.

Official figures of inspected slaughters for September and the nine months' period are as follows, with totals compared:

	Cattle	Calves	Hogs	Sheep
Baltimore	7,589	1,740	71,834	5,918
Brooklyn	5,502	6,804	25,975	25,975
Buffalo	8,241	2,938	64,922	10,037
Chicago	170,992	44,335	384,017	277,108
Cincinnati	12,053	6,744	57,832	7,140
Cleveland	9,651	8,052	63,451	12,523
Detroit	6,054	5,564	78,833	14,951
Fort Worth	58,445	52,140	26,947	8,821
Indianapolis	18,614	3,625	89,533	5,334
Jersey City	5,001	6,830	63,817	40,754
Kansas City	132,224	55,346	150,326	128,725
Milwaukee	10,626	22,486	52,623	7,882
National Stock Yards	43,227	8,866	91,040	22,683
New York	29,176	42,758	80,171	141,282
Omaha	81,138	11,475	164,460	158,242
Philadelphia	8,887	6,702	82,610	16,252
St. Louis	15,925	4,644	146,746	5,860
St. Paul	28,745	2,888	119,090	13,097
South St. Joseph	39,442	12,864	65,840	63,398
South St. Paul	31,368	31,830	105,134	41,113
All other estab- lishments	146,671	80,202	892,685	142,521

Total: Septem- ber, 1924	870,171	419,113	2,856,960	1,149,675
September, 1923	809,810	338,093	3,212,350	989,560
9 Months ended Sept. 1924	6,699,025	3,653,588	38,133,249	8,921,438
9 Months ended Sept. 1923	6,607,853	3,390,327	37,761,320	8,859,401

Goats slaughtered at all establishments, September 1924, 2,323.

Inspections of lard at all establishments, 116,241,015 pounds; compound and other substitutes, 26,620,480 pounds. Corresponding inspections for September, 1923: Lard, 128,037,262 pounds; compound and other substances 32,875,654 pounds. (These totals do not represent actual production, as the same lard or compound may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned during August, 1924: Cattle, 5,139; calves, 657; hogs 12,899; sheep, 1,288.

EXPORTS OF MEATS AND FATS.

Domestic exports of meats and meat products for the month of September, as well as for the first nine months of the calendar year, show a decrease in volume as compared with the same periods of 1923, according to the U. S. Department of Commerce. The average export value of meat and meat products shipped from

the United States during the nine months ended September, 1924, is 13.66 cents per pound as compared with 14.60 cents per pound, the average value of the exports of these commodities during the first nine months of 1923.

Although exports of animal oils and fats show a decrease in volume for September, 1924, and the first nine months of 1924, as compared with preceding year, the value of the animal oils and fats shipped from the United States during the nine months ended September 1924 is nearly two and a half million dollars more than the value of the similar products exported during the first nine months of 1923.

The average value of animal oils and fats exported during the nine months ended September, 1924, is 12.33 cents per pound, as compared with 11.91 cents per pound for the same period last year.

The decline in the volume of overseas sales of meats and fats during the first nine months of this year is the result of a dropping off in the foreign demand in the first half of 1924. Beginning with July, 1924, European demand for American meats and fats improved primarily because at that time it had become generally known abroad that production of meats and fats, particularly hog products, in the United States in 1924 would fall considerably below the 1923 production.

Official figures on domestic exports of meats and fats for September, 1924, with comparisons, are as follows:

	September, 1924.	September, 1923.
Total meats & meat prod., lbs.	54,877,576	95,356,921
Total animal oils & fats, lbs.	8,382,957	13,520,489
Beef, fresh	90,562,542	104,718,058
Beef, pickled, etc.	12,460,768	12,677,631
Pork, fresh	269,692	270,692
Wiltshire sides*	38,584	59,229
Cumberland sides**	2,180,885	2,853,988
Hams and shoulders.	253,802	255,576
Bacon	1,531,027	3,214,722
Pickled pork	223,410	493,218
Olco oil	919,880	919,880
Lard	161,236	161,236
Neutral lard	2,056,867	2,056,867
Lard comp. animal fats.	350,738	350,738
Margarine, animal fats.	17,742,180	31,749,440
Cottonseed oil	2,958,986	5,123,039
Lard comp. veg. fats.	22,397,048	45,161,353
Olco oil	3,259,481	5,983,233
Lard	2,270,802	5,157,972
Neutral lard	594,741	591,834
Lard comp. animal fats.	9,581,831	8,468,314
Margarine, animal fats.	1,489,179	931,445
Cottonseed oil	65,809,801	83,630,201
Lard	9,276,446	10,536,879
Neutral lard	1,463,354	1,568,880
Lard comp. animal fats.	233,450	205,309
Margarine, animal fats.	384,481	439,231
Cottonseed oil	59,462	57,864
Lard	48,413	113,670
Neutral lard	8,891	18,483
Lard comp. veg. fats.	824,694	1,402,224
Olco oil	103,066	156,062
Lard	261,231	614,726
Neutral lard	40,196	90,551

	9 months ended September 1924.	9 months ended September 1923.
Total meats & meat prod., lbs.	646,154,229	755,189,833
Total animal oils & fats, lbs.	88,296,069	110,306,476
Beef, fresh	909,598,833	984,191,345
Beef, pickled, etc.	119,620,887	117,272,125
Pork, fresh	1,896,094	2,694,328
Wiltshire sides*	335,766	415,610
Cumberland sides**	15,982,442	17,566,949
Hams and shoulders.	1,625,298	1,780,681
Bacon	12,105,112	34,298,546
Pickled pork	3,089,842	4,995,989
Olco oil	15,516,342	15,516,342
Lard	2,040,668	2,040,668
Neutral lard	21,864,477	21,864,477
Lard comp. animal fats.	2,965,290	2,965,290
Margarine, animal fats.	248,234,170	284,388,022
Cottonseed oil	36,694,731	45,228,076
Lard comp. veg. fats.	237,781,474	323,950,957
Olco oil	29,178,320	42,700,431
Lard	22,408,672	32,023,121
Neutral lard	2,565,037	3,742,420
Lard comp. animal fats.	73,730,478	77,902,437
Margarine, animal fats.	9,090,664	9,181,098
Cottonseed oil	757,359,445	780,174,404
Lard	96,027,001	96,982,778
Neutral lard	20,997,765	18,958,224
Lard comp. animal fats.	2,829,298	2,416,670
Margarine, animal fats.	4,732,982	5,614,431
Cottonseed oil	613,067	748,080
Lard	614,557	1,563,636
Neutral lard	96,670	258,254
Lard comp. veg. fats.	22,374,310	33,253,619
Olco oil	2,313,265	3,576,083
Lard	5,206,654	7,812,948
Neutral lard	723,995	1,075,281

*Included in "Hams and shoulders" prior to January 1, 1924.

**Included in "Bacon" prior to January 1, 1924.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices React—Hog Movement Liberal Liquidation in Futures—Export Interest Quiet.

The change in values from the high prices of the movement has been radical. Hogs declined 2c a pound from the high, and lard after selling at 16.95 reacted almost as much. The advance in prices appeared to be a persistent stampede of shorts and those who had anticipated a shortage in supplies which the situation possibly did not justify. The rise in prices had begun to affect the shipping demand, and there seemed to be a pause in the fresh buying orders although the actual figures of shipments from Chicago and other points do not reflect this condition materially.

Export movement was rather moderate, the total shipments of lard the past week being 13,300,000 lbs. against 14,300,000 lbs. last year and meats 14,300,000 against 20,300,000 lbs. The export movement of product in September showed a decrease of 18,000,000 lbs. of lard; 23,000,000 lbs. of bacon; 14,000,000 lbs. of hams and shoulders, and a decrease in beef and pork.

No Serious Lard Decrease.

The total figures of the export movement since the first of January last do not show any serious decrease in lard. The reduction is only about 29,000,000 lbs. while the exports of neutral lard show an increase of about 2,000,000 lbs. The decrease in hams and shoulders has been about 21,000,000 lbs. and bacon decreased about 65,000,000 lbs.

These decreases are not yet important enough to have any serious bearing on the fat or the meat situation, and they do not suggest that the advance in prices has been prolonged enough or serious enough to shut off the foreign distribution. This is a question which has been discussed from various angles in its possible effect on the market.

With the packing approximately 2,275,000 less from March 1st than last year, the decrease in the supply of product has been material enough so that some falling off in the export movement was essential if the domestic demand is to be kept up.

Meat and Fat Shipments.

The totals of meat shipments and fat shipments as reported by the Department of Commerce for the month of September and for nine months this year are very interesting and are given on another page.

August Slaughter Figures.

The August statistical statement of the production and distribution of animal products makes very interesting reading. The number of cattle slaughtered for the eight months was 5,828,854, against 5,798,043 and the average dressed weight 520.07 lbs. against 525.64 lbs. last year. The total amount of product produced including veal was 3,318,000,000 against 3,307,000,000 lbs. last year.

The figures on hogs showed an increase of about 750,000, in the total number slaughtered this being 35,276,289 under Federal inspection against 34,548,970 last year, but the average dressed weight was only 171.86 lbs. against 176.52. The result of this was that the total product was 6,016,000,000 lbs. against 6,069,000,000 lbs. last year. A rather interesting fact was that the production of lard was 17.34 lbs. per hundred liveweight against 17.14 lbs. for the average of the preceding year.

The total production of animal products for the eight months was 9,630,000,000 lbs. of beef, pork products and mutton, compared with 9,672,000,000 lbs. last year. With a falling off in the export movement in the period there has been a little more available for domestic distribution which has not proved any burden on the market.

Stocks of Pork Products Higher.

Total stocks of product are less than last year on pork with lard a little more than last year, while the stocks of beef show very little change and stocks of mutton also show very little change. The distribution of this gigantic quantity has been

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending October 25, 1924, are reported by the U. S. Department of Commerce as follows:

	—Week ending—			
	Oct. 25, 1924.	Oct. 18, 1924.	Oct. 11, 1924.	Jan. 1, '24 to Oct. 25, '24.
	1,000 pounds.	1,000 pounds.	1,000 pounds.	1,000 pounds.
Hams and Shoulders, Including Wiltshires.				
Total	3,436	2,124	1,913	273,811
To Belgium .....	.....	.....	.....	15,329
Germany .....	.....	.....	.....	754
Netherlands .....	.....	.....	.....	2,212
United Kingdom	3,004	2,042	1,616	222,299
Other Europe .....	.....	.....	.....	5,583
Canada	4	.....	.....	9,134
Cuba	391	54	290	13,280
Other countries	37	28	7	5,220
Bacon, Including Cumberlands.				
Total	5,221	7,285	4,486	284,534
To Belgium .....	.....	438	450	9,072
Germany	1,153	2,842	75	43,201
Netherlands	327	378	545	20,068
United Kingdom	2,924	2,465	2,408	113,040
Other Europe	763	1,150	914	68,433
Canada	40	10	.....	5,552
Cuba	1	.....	35	21,153
Other countries	13	2	1	3,385
Lard.				
Total	13,766	15,534	12,738	814,026
To Belgium	28	503	342	28,037
Germany	6,348	6,632	1,762	274,723
Netherlands	774	686	1,966	59,272
United Kingdom	2,570	4,062	4,220	198,181
Other Europe	1,614	2,193	2,769	100,026
Canada	216	90	45	10,193
Cuba	1,783	632	954	76,835
Other countries	427	736	170	66,459
Pickled Pork.				
Total	961	514	352	24,838
To Belgium .....	.....	.....	.....	313
Germany	440	.....	.....	1,223
Netherlands .....	.....	.....	.....	211
United Kingdom	129	69	109	3,198
Other Europe	211	285	110	2,476
Canada	146	46	127	4,570
Cuba	10	.....	5	2,081
Other countries	25	73	1	8,886
WEEK ENDING OCTOBER 25, 1924.				
	Hams and shoulders	Bacon	Lard	Pickled pork
	M pounds.	M pounds.	M pounds.	M pounds.
Boston .....	.....	.....	.....	440
Detroit	1,745	429	721	75
Port Huron	1,263	651	846	170
New Orleans	37	13	902	35
New York .....	.....	4,127	9,984	241
Key West	391	1	1,257	.....
Philadelphia .....	.....	.....	56	.....

at steadily advancing prices, particularly on pork products, until comparatively recently, when the markets have shown a sharp reaction.

The current receipts of hogs are running a little less than last year at western points, the figures for last week being 507,000 against 597,000 last year, and there is also a slight decrease in the cattle movement, but an increase in the movement of sheep.

PORK—The market was quiet and firm with mess at New York \$30.00@31.00, family, \$32.00@34.00, short clears \$30.00@34.00. At Chicago mess pork was quotable at \$30.00.

LARD—The market was quite strong with cash demand somewhat better, with prime western New York sold at 16.20@16.30c, middle western 16.05@16.15c, City 15¾@16c, refined continent 17½c, South America 18c, Brazil kegs 19c, and compound 13@14. At Chicago regular lard in round lots was quoted .30 over Dec., loose lard 1.05 over Dec., and leaf lard at 17c.

BEEF—The market was moderately active and firm, with mess New York \$17.00@18.00, packet \$17.00@18.00, family \$20.00@22.00, extra India mess \$35.00@36.00, No. 1 canned corn beef \$2.35, No. 2, 6-lbs., \$15.00, and pickled tongues \$55.00@65.00, nominal.

SEE PAGE 43 FOR LATER MARKETS.

BRITISH PROVISION MARKET.

(Special Letter to The National Provisioner.)

Liverpool, England, Oct. 18, 1924.—The bacon market remains in the same strong position owing to the very light supplies on hand, and continued firmness of packers' advices. On fresh goods prices continue to move against the buyers, who have difficulty in filling their requirements. Advances have to be recorded on all American bacon during the week.

Hams continue to be firm, with a very fair demand for fresh landed parcels, and the cold stored parcels are gradually moving into consumption. Shoulders are in small supply and very firm.

Lard on spot continues to be firm, in sympathy with the strong Chicago advices.

BRAZIL MEAT EXPORTS.

Official statistics showing the exports of meat and meat products from Brazil during the first five months of 1924, as transmitted to the Department of Commerce by Consul Alphonse Gaulin, Rio de Janeiro, were as follows, with comparative figures for the same period in 1923:

	Five months 1923.	Five months 1924.
	Metric tons.	Metric tons.
Frozen meats	36,120	50,011
Lard	3,387	921
Preserved meat	135	1,055
Tallow	7,378	10,641
Jerked beef	936	1,087

During the 1924 season, January to June, 846,981 head of cattle were slaughtered in the state of Rio Grande do Sul.



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Committee Reports

(Continued from page 27.)

Corrosion, General.
Suggestions on Sanitation and Control of Spoilage.
The Better Utilization of Blood.
The Washing and Brining of Hides.
Cattle Grubs and Grubby Hides.
Mould Prevention.
Tuberculosis in Live Stock.
Diseases in Live Stock, General.
Standards of Purity, Food Laws, etc.
Painting of Refrigerating Rooms and Cars.
Sausage Spoilage Problems.
Construction Materials, Miscellaneous.
Packing House Deodorizing.
Defrosting of Meats.
Acid and Water-Proofing Concretes.
Heat Penetration of Cooked Goods.
Canning Problems, General.
Water-proofing, Mildew-proofing, and Fire-proofing Fabrics.

An effort was made to gather the opinion of member firms, through visits and questionnaires, on the general problem as how the Bureau might best serve, and many helpful suggestions were thus obtained.

The Committee's Program.

Out of these studies and deliberations, the Committee formulated the following program, based upon the conviction that, generally speaking, the industry needs to utilize the advantages of chemical research and chemical control, to a greater extent than it is now doing.

First, to launch as soon as practicable, a Service Laboratory to offer to member firms, at cost, a high grade analytical service and consulting service on plant problems of a technical character, lying between routine chemical control and strict chemical research.

It is the purpose of this plan to give members a better and more economical analytical service in connection with plant operations, to contribute to the standardization and improvement of sampling and analytical methods now employed in plant laboratories, to avoid unnecessary duplications among plants of analyses of engineering supplies, and in general to promote and improve chemistry as a packinghouse aid.

Second, to establish at the University of Chicago, a Research Laboratory to carry on research in the field of fundamental packinghouse scientific problems.

Progress in Realizing Program.

A. The Service Laboratory.

With respect to progress made toward a realization of these projects, the plans for the Service Laboratory have been drawn, and estimates secured on construction and equipment. Problems of personnel, cost accounting, collecting and transporting samples, firms interested, reports, records, etc., have been studied.

The Institute, through the Central Administrative Committee, has authorized the plan and underwritten the cost until the Laboratory can be made self-sustaining. The actual starting of this Laboratory awaits only the selection of a permanent location for the Institute itself.

B. The Research Laboratory.

Regarding the Research Laboratory, the Bureau's budget as provided under the Plan Commission for three years ending February 1, 1926, did not contemplate more than a preliminary survey of the field. It was not regarded as adequate to undertake extensive research work. Furthermore, the Committee and Bureau have been solicitous to live within the appropriation made, and to accomplish as much as possible in the way of actual helpfulness without asking for more funds.

Plans for Laboratory.

It is therefore hoped to start the nucleus of this laboratory as a memorial to some prominent packer, with the thought that as it develops, individuals, firms, and associations will wish to support special fel-

lowships covering particular fields, to the end that the greatest results may be accomplished for the industry, with the minimum burden on the Institute.

The organization of such a laboratory, its relation to the University of Chicago and the most important and pressing problems to be attacked, have all been given careful consideration, but details will be omitted here. Meantime the establishment of the laboratory on a memorial basis is receiving active and encouraging attention.

Having brought these two major projects to a point of development where for the moment their further progress is somewhat out of the committee's hands, the Bureau has turned its attention to a carrying out of such immediate features of the adopted policy as are at present possible.

Work Under Service Laboratory Plan.

For example, this Bureau, particularly in cooperation with the Bureau of Practical Research, has wherever possible, aided member firms by giving a consultation service on chemical matters.

Little else is at present possible under the Service Laboratory plan, pending such a time as the laboratory is actually available.

Research activities have however, not been suspended pending the establishment of the Institute Research Laboratory at the University of Chicago.

Work under the Arthur Lowenstein Fellowship at the University of Chicago has gone forward steadily. The first objective has been to determine the nature of the organisms present in a fresh, normal ham, with a view of tracing their source and relation to the organisms causing ham souring.

On January 1, Dr. R. S. Vose was appointed to a Fellowship at Mellon Institute under an appropriation from the Bureau's Budget. This investigation was to be in the general field of better by-product utilization, specifically, the better use of blood.

Careful Study Made.

A careful study of the literature had been made and preliminary work started, when on June 10, Dr. Vose met with an accident in a member plant and has not yet been able to return to his work. For convenience, it is planned to continue this study in Chicago, under the direct supervision of the Bureau when Dr. Vose is able to resume his duties.

Through the section on hides of this committee, co-operative work with the Tanners' Council on improved methods of laying down hides, has been continued and on June 25, there was launched a second set of experiments with three large member companies on calf-skins and sheep-pelts.

On April 17, the director met with the Corrosion Committee of the American Society of Refrigerating Engineers and as a result of this conference a plan for cooperative research covering corrosion in the refrigerating field was formulated. In carrying out the project, which is to take the form of a Fellowship at the Massachusetts Institute of Technology, the following have been invited to participate:

National Association of Ice Industries.
American Warehousemen's Association,
Cold Storage Division.
National Association of Practical Refrigeration Engineers.
Refrigerating Machinery Association.
United States Fisheries Association.
Institute of American Meat Packers.
American Association of Ice and Refrigeration.

Preliminary Experiment Conducted.

As part of a general plan to make a thorough study of various phases of meat pickling, a preliminary experiment is being conducted in a member plant on the effect of temperature in the curing cellar.

(Continued on page 36.)

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—The market the past week was fairly active and somewhat easier, with a less active demand from soap makers, and with increased pressure of outside stuff. Sales of a round lot of outside tallow, equal to extra, uncovered a weakened technical position of the market, and prices were off about $\frac{3}{4}$ c per lb. compared with last week's highs, with strong intimations that the undertone was heavy at the decline, and that the next roundlot business would most likely be at still lower levels.

Consumers, apparently, had satisfied their immediate requirements, and their indifference was having some effect. In the west the market for tallow was slightly easier, Chicago reporting sales of prime packer at $\frac{9}{16}$ c, and sales of edible at $\frac{10}{16}$ c f.o.b. mid-East point. At Liverpool Australian tallow was firm and unchanged, although Australian shipments to England were reported to have fallen off forty per cent, with fine quoted at 50s 6d, and good mixed at 49c.

At the London auction on Oct. 29th 1,308 casks were offered, of which 354 were sold, at prices unchanged to three pence higher for the week, mutton selling at 51s@52s 6d, beef at 50s 6d@53s and good mixed at 50s@50s 9d. At New York special tallow was quoted at $\frac{9}{16}$ c, extra at $\frac{9}{16}$ c, and edible at $\frac{11}{16}$ c. At Chicago prime packer was quoted at $\frac{9}{16}$ c, fancy $\frac{9}{16}$ c@10c, edible 10c.

STEARINE—The market was rather quiet and easier with sales of oleo New York at 13c, a decline of about $\frac{1}{4}$ c for the week. At Chicago demand was limited, and oleo was quoted at 13@13 $\frac{1}{4}$ c.

OLEO OIL—The market was dull and steady with extra New York 22c nominal, medium 20c, and lower grades 19c. At Chicago extra was quoted at 21 $\frac{1}{4}$ c.

SEE PAGE 43 FOR LATER MARKETS.

LARD OIL—The market was strong with a good demand, and the strength in raw materials, with edible New York quoted at 20 $\frac{5}{8}$ c, extra at 19 $\frac{1}{4}$ c, extra No. 1 at 13 $\frac{1}{4}$ c, No. 1 at 12 $\frac{3}{4}$ c, and No. 2 at 12 $\frac{1}{4}$ c.

NEATSFOOT OIL—Another sharp advance was registered, mainly with the strength in raw materials, while demand on the upturn was moderate. At New York pure was quoted at 15 $\frac{1}{4}$ c, extra at 13 $\frac{1}{4}$ c, No. 1 at 12 $\frac{3}{4}$ c, and cold pressed 18@18 $\frac{1}{4}$ c.

GREASES—The market was moderately active and rather strong, but the setback in tallow brought about a disposition on the part of buyers to hold off, so that the edge appeared to be off the market, for the time being at least. In the east, export demand was reported moderate. At Chicago a slightly easier tone was noted in greases, brown selling at 7 $\frac{1}{4}$ c while an easier situation all around on choice white grease was reported.

At New York yellow was quoted at 8 $\frac{3}{4}$ @8 $\frac{1}{2}$ c, choice house at 8 $\frac{1}{2}$ @8 $\frac{1}{4}$ c, A-White at 9 $\frac{1}{2}$ c, B-White 8 $\frac{3}{4}$ @9c, choice white 14 $\frac{1}{4}$ c. At Chicago brown was quoted at 7 $\frac{1}{4}$ c, yellow 8 $\frac{1}{2}$ @9c, A-White 9 $\frac{1}{2}$ c, B-White 9 $\frac{1}{4}$ c, and choice white 12 $\frac{3}{4}$ @13c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, October 29, 1924.

All fertilizer markets in the east are very quiet at present. There is some demand for tankage, but the buyers are inclined to wait for lower prices, which they seem to

think are to follow. There probably will not be much activity until after election.

Nitrate of soda and sulphate of ammonia are holding firm. Acid phosphate has been advanced 25c per ton at Baltimore and is now about \$1.50 per ton higher than prevailed in the spring.

There is not much trading being done in cracklings and the weather is too warm to move meat scraps.

Packinghouse By-Products

Blood.

Chicago, October 30, 1924.

The blood market is quiet. Sellers are asking \$4.00 Chicago, and a little less at River points.

Unit ammonia.

Ground \$3.80@3.90
Crushed and unground 3.90@3.70

Digester Hog Tankage Materials.

This market is mixed. Seller's ideas are up and they appear to be optimistic. Business in the country is poor on account of the good pasture conditions.

Unit ammonia.

Ground, 10 to 12%, ammonia \$3.60@3.75
Unground, 11 to 13%, ammonia 3.35@3.50
Unground, 7 to 10%, ammonia 3.00@3.25

Fertilizer Tankage Materials.

The fertilizer tankage materials market is steady. Buyers have not shown much tendency to follow any advances. They are buying in competition with foreign material where they can.

Unit ammonia.

High grade, ground, 10-12%, ammonia \$2.90@3.00
Lower grade, ground, 6-9%, ammonia 2.60@2.80
Medium to high grade, unground 2.50@2.75
Lower grade, unground 2.00@2.40
Hoof meal 2.90@3.00
Grinding hoofs, pigs toes, dry 27.00@32.00

Bone Meals.

This market is quiet again, with quite a little material offered around. A great deal of material has been moved and stocks are not so burdensome as they were.

Per ton.

Raw bone, meal \$26.00@32.00
Steam, ground 20.00@24.00
Steam, unground 15.00@17.00

Cracklings.

The crackling market is quiet. Bids are lower than sellers are willing to accept. Not much material is being offered.

Per ton.

Pork, according to grease and quality, \$60.00@70.00
Beef, according to grease and quality, 35.00@60.00

Bones, Horns and Hoofs.

This market is about the same, not many sales reported.

Horns, unassorted \$ 75.00@200.00
Culls 25.00@30.00
Hoofs, unassorted 32.00@35.00
Round shin bones, unassorted 50.00@55.00
Flat shin bones, unassorted 40.00@45.00
Thigh bones, unassorted 45.00@50.00
(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

The market on knuckles is steady to strong at \$31.00. Junk bones are quoted \$25.00, there being a fair demand for both knuckles and junk bones.

Per ton.

Calf stock \$28.00@29.50
Edible pig skin strips 75.00@85.00
Rejected manufacturing bones 33.00@35.00
Horn piths 23.00@25.00
Cattle jaw, skulls and knuckles 29.00@30.00
Junk and hotel kitchen bones 25.00@28.00
Sinews, pizzles and hide trimmings 20.00@22.00

Animal Hair.

There is a little inquiry for winter hog hair, but summer hair is not in much demand. Summer coil dried has been sold at \$45.00 shipping point.

Coil dried, lb. 2 $\frac{1}{2}$ @ 3c
Processed, lb. 6 @ 7c
Dyed 8 @ 9c
Cattle switches (110 to 100) each 2 $\frac{1}{2}$ @ 3 $\frac{1}{2}$ c
Horse tails, each 30 @ 35c
Horse mane hair, green, lb. 8 @ 8 $\frac{1}{2}$ c
Junk and hotel kitchen hair, lb. 11 @ 13c
Pulled horse tail hair, lb. 40 @ 45c

Pig Skin Strips.

Prices are a little higher than a year ago. There has been a little trading, and there are still some contracts to be made.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Oct. 28, 1924.—Latest quotations on chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76@3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.45 per cwt.; 58 per cent carbonate of soda, \$2.04@2.10 per cwt.

Clarified palm oil in casks of 2,000 lbs., 9 $\frac{3}{4}$ c lb.; olive oil foots, 9 $\frac{1}{2}$ @9 $\frac{3}{4}$ c lb.; East India Cochin cocoanut oil, 14 $\frac{3}{4}$ @15c lb.; Cochin grade cocoanut oil, domestic, 12 $\frac{1}{2}$ c lb.; Ceylon grade cocoanut oil, 11 $\frac{3}{4}$ c lb.

Prime summer yellow cottonseed oil, 12 $\frac{1}{2}$ @13c lb.; soya bean oil, 14 $\frac{1}{2}$ c lb.; peanut oil in barrels, New York, deodorized, 15c lb.; red oil, 10@10 $\frac{1}{4}$ c lb.

Extra tallow, f.o.b. seller's plant, 9 $\frac{3}{4}$ c lb.; dynamite glycerine, nominal, 18c lb.; saponified glycerine, nominal, 13 $\frac{1}{2}$ c lb.; crude soap glycerine, nominal, 12 $\frac{1}{2}$ c lb.; chemically pure glycerine, nominal, 19c lb.; prime packers' grease, nominal, 8 $\frac{1}{2}$ @8 $\frac{3}{4}$ c lb.

AUGUST BY-PRODUCTS YIELDS.

The estimated average yield of and production of animal by-products from slaughter under federal inspection is reported by the U. S. Department of Agriculture for August, 1924, with comparisons, as follows:

Class	Average weight per animal		Per cent of live weight		Production			Per cent	
	Aug. 1, 1923, to July 31, 1924		Aug. 1, 1923, to July 31, 1924		Aug. 1, 1923, to July 31, 1924	Aug. aver. 1921-1923	Aug. 1924	Aug. 1924 is of aver. age	P.ct.
	July 31, 1924	Aug. 1924	July 31, 1924	Aug. 1924	lbs.	lbs.	lbs.	lbs.	
Edible beef fat ¹	36.08	37.87	3.80	3.98	329,772	27,180	26,050	29,570	108.87
Edible beef offal.....	26.70	26.28	2.81	2.70	244,089	19,685	20,875	20,521	104.19
Cattle hides.....	64.94	64.06	6.83	6.73	598,168	46,068	52,250	50,850	102.55
Edible calf fat ¹	1.38	1.52	0.79	0.77	6,363	550	671	568	103.27
Edible calf offal.....	6.27	6.50	3.58	3.30	29,494	2,203	2,633	2,430	110.30
Lard ²	37.38	38.97	16.74	16.29	2,027,487	116,136	145,336	119,143	102.59
Edible hog offal.....	4.63	5.34	2.10	2.23	254,913	15,225	17,336	16,326	107.23
Pork trimmings.....	10.07	11.75	4.51	4.91	548,027	31,958	39,877	35,023	112.41
Inedible grease ²	3.05	3.40	1.37	1.42	166,283	9,290	11,522	10,439	112.30
Edible sheep fat ¹	2.20	1.80	2.74	2.36	25,244	1,870	1,605	1,911	102.19
Edible sheep offal.....	1.71	1.54	2.13	1.70	17,061	1,582	1,377	1,423	89.95

¹Rendered.
²Unrendered.

Committee Reports

(Continued from page 34.)

Duplicate barrels of sweet pickle meat are being cured at 30, 40, 50 and 60 degrees F., respectively.

One barrel at each temperature is being tested at overhauling intervals for sours; the other will be examined at the conclusion of the test. The effect of varying temperature on number of sours, character of the spoilage, as well as penetration of pickle, color, texture, flavor, etc., will be determined.

Investigation of another phase of pickling was launched September 15 under an appropriation of \$2,500 from the Corn Products Manufacturing Company. This is a study of the biochemical role of sugars in pickle. It involves comparative plant tests using cane sugar, cerelose and invert sugar.

It is contemplated that this latter sugar will be made commercially available through the Sunland Sales Corporation, of California, as their new product, "Raisin Syrup." This corporation has placed \$1,000 a year to help support the above study, providing they decide to proceed with the manufacture of raisin syrup. The Department of Home Economics of the University of Chicago is co-operating in certain phases of this work.

Co-operation is Evident.

Among other firms and associations with whom co-operative activities are under way in fields of common interest with the packing industry are, "The Institute of Paint and Varnish Research," "The American Protein Corporation," the "Biscuit and Cracker Manufacturers' Association," "The American Institute of Baking," "The Portland Cement Manufacturer's Association," etc. Some of these activities are in co-operation with the Bureau of Practical Research of the Institute.

Research activities with other Associations can be greatly extended as soon as the Institute has its own Research Laboratory.

The following sub-committees of the Committee on Scientific Research, namely, the "Advisory Committee on the Mellon Institute Fellowship," "The Visiting Committee on the Arthur Lowenstein Fellowship," "The Section on Hides," and "The Section on Corrosion" have had various meetings and are taking an active interest in their respective fields.

Bulletins Have Been Issued.

Six printed bulletins have been issued by the Bureau, namely, two on Ham Sourcing, and on Co-operative work with the Tanners' Council, one on Tuberculosis, one on the Cattle Grub, and one on the Better Utilization of Blood.

Practical returns on Research Investments are necessarily slow, but activities to date point to the tremendous possibilities for helpful service to the industry through these various endeavors.

Report of Committee on Public Relations

By G. F. Swift, jr., Chairman.

Members of the Institute of American Meat Packers must be aware from their day-to-day reading of newspapers that the Committee on Public Relations and the Bureau of Public Relations, which functions under the Committee's guidance, have had an active year. News statements, special articles, letters of correction,—all these have played a part in keeping the public informed of the functioning and accomplishments of its greatest industry.

And in addition to this very important work of keeping the public informed, there have been many activities carried on by the Bureau of Public Relations, under the Committee's direction, that have been of direct sales value to the membership. But before detailing a few of these services, it will be desirable to review briefly the status

of our public relations and the progress accomplished in making our industry better understood, more justly appreciated, and more correctly judged on the basis of its efficient service to the American people.

For many years the American meat packing industry, developing quickly from a community enterprise to the largest industry in the country, was the target of politicians and demagogues. Its development was so rapid that those able men who guided its growth, their attention directed necessarily to pressing problems of production, processing, sales, expansion, and similar matters, perhaps did not sense fully the importance of the industry's relations with the public, and, as a consequence, did not reveal to the public the facts about the business that the industry today gives out so freely.

And, similarly, many of the industry's critics, so rapid was its development, did not realize that the industry had become not only the country's largest, when measured by the annual volume of business, but



G. F. SWIFT, JR.
Chairman, Committee on Public Relations.

also one of the most efficient and, in relation to agriculture and our national economic structure, one of the most important. Consequently, when these critics saw and criticized what seemed to be huge profits piling up annually, the public, lacking an understanding of the size and importance of the industry, was mindful of their criticism and gave heed to it, no matter what the source.

In later years, as you know, the industry has kept the public better informed, and has given out information of the most intimate nature concerning sales, profits, and operating costs. The public now understands that those profit figures, which a few years ago seemed unduly large, were and are, as a matter of fact, very moderate, and that packers throughout the country, from the very smallest to the very largest, operate on an extremely narrow margin that takes from the consumer, on an average, a profit of less than two cents per dollar of product sold; or only a small fraction of a cent per pound—a remarkable tribute to the industry's efficiency.

Now, as a result of the industry's determination to keep the public informed, neither producer nor consumer pays so much attention to the demagogue's absurd cry that the price of meat to the consumer could be lowered and at the same time the price of live stock to the producer increased by removing the packer or by hedging him in with additional legislative restrictions. On the contrary, the public is coming to understand that the packer's high efficiency enables him to return to the producer a much larger share of the consumer's dollar

than is true in the case of most other commodities.

Public Now Has Better Understanding.

In the same way, the public no longer brings charges of hoarding for selfish ends against packers who utilize cold storage facilities to conserve surpluses from times of plenty to times of scarcity. On the contrary, the public now understands that such a service is essential to uninterrupted supply of product.

There seems to be a general feeling throughout the industry that forequarters and other parts which sold so slowly three or four years ago, have been moving more easily during the last year or so. You undoubtedly recall reading numerous statements issued by the Institute, as well as leaflets, booklets, and other advertising material, directing the consumer's attention toward the less-demanded cuts. In addition, the Institute participated in many campaigns, in co-operation with the Meat Councils and other organizations, to teach consumers the advantages of such cuts. You can judge from your own selling experience whether these efforts have been helpful.

And when discussions arise over meat prices, consumers no longer attack the packers as they did a few years ago. The statements that the Institute has issued have made it plain that the packer's profit does not perceptibly affect the price of meat, and that, when meat prices advance or decline, the changes are the result of natural laws and not of manipulation.

Industry's Profits Not Excessive.

It is highly essential that the public be fully aware of the reasonableness of the packers' profits. It is human nature to avoid patronizing the man who is making undue profits, and there is no doubt that many people, misled by wrong assertions concerning the profits made by this industry, have decreased their consumption of meat rather than continue to contribute to what they thought, on the basis of the information they had heard or read, was profiteering.

From this it must be apparent to all of us in the packing industry, irrespective of our volume of business, that it is highly important to our day-to-day sales that the meat-eating public know the truth about profits in the packing industry; know that they are unusually reasonable and smaller, compared with the volume of business done, than in most other industries.

We believe there is no need to attempt to detail here the actual dollars and cents value to members of the public relations work. We believe that members realize its worth and importance. However, we are aware that in analyzing the elements in any situation one is prone to overlook some of those which are closest to him, and we therefore believe that it may be desirable to direct your attention to a few of the salient features of our public relations work during the last year.

Informing Public on Meat Prices.

We feel that the public should be kept informed of changes in the price of meat, whether up or down, and we know that you have seen frequently in your home newspapers news statements issued by the Institute, outlining those changes and giving the underlying reasons therefor. When certain cuts of meat have been on the market in relative abundance and selling at unusually low levels, we have directed public attention toward them, with benefit to all concerned, including the consumer.

When newspapers have published misinformation about the meat industry, we have written letters of correction, so that the readers of those publications might know the facts and judge accordingly.

When advertisers of other products have libeled meat, we have remonstrated with

(Continued on page 39.)

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Moderately Active—Prices Barely Steady—Cash Trade Good—Seed and Crude Firm—Lard Strength Helping Market—October Consumption Heavy.

The cotton oil futures market on the New York Produce Exchange the past week was moderately active and irregular, over narrow limits, with the undertone barely steady, and with the decline checked mainly by the strength in outside markets, especially in lard. Important speculative demand for futures was lacking, and a great deal of the market's support came from local professionals. On the bulges, offerings increased and pressure was in evidence from refining sources, the latter tending to keep the bulges in check.

Southern and western commission houses were on both sides, in a limited way, but the big western long interest again did little or nothing, according to reports. On the breaks the locals supported the market, but on the bulges sentiment was more mixed.

Bulk of Buying on Distant Months.

The week's operations, on the whole, were featured by refiners' selling of Nov., March and May, with the bulk of the

buying limited to the distant months, and with most of the demand coming from ring longs.

Lard Market Helped Oil.

The strength in the lard market helped oil considerably. The firmness in that quarter made for limited pressure of crude and seed on the market, and consequently limited hedging pressure on futures. At the same time, the strength in lard induced some commission house buying, and tended to check outside bear pressure. Notwithstanding the strength in other greases, the oil market made a rather poor showing, comparatively, and the relative weakness in nearby oil was one of the outstanding features.

The October delivery reached the thirteen-cent level before it expired, a new high for the season, with a few speculative shorts holding out till the last. With November about .15 over Dec. and selling at about the same basis as March, it is expected that refiners will deliver about 10,000 bbls., on Nov. contracts the latter part of the month. One leading local trader is believed to be the principal long, and openly states that he intends taking delivery of the oil.

For several days refiners have been selling Nov. in a moderate way, presumably with the intention of checking any sharp

upturn. It is generally figured that notwithstanding the fundamentally strong world's position of edible fats, this pressure will continue on the market at least for the next sixty days, or during the period when accumulation of seed and crude by the leading manufacturers and distributors is under way.

It is figured that the larger crop of oil this year will make it somewhat easier for the refiners to deliver oil on the New York market on contracts, without interrupting their cash business, as such deliveries have during the past two seasons, at least, when short crops were produced.

Trade Leaders Bearish.

As a result of the general situation, the trade leaders at present are bearish on the market, anticipating some moderate decline, while the movement to market is under way. In most quarters the impression appears to prevail that after the turn of the year, sufficient oil will have moved into consumption, and the bulk of the stock will be in strong hands, which will permit of somewhat higher levels than will prevail the 1st quarter of this year.

To some quarters it would not be surprising to see a sharp bulge in all quarters next week, particularly after election day, especially should President Coolidge be re-elected, but should the election turn out otherwise, considerable unsettlement and lower prices are expected to follow, immediately.

Cash demand for oil remains very good,

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according to all reports, and October, true to past experiences, promises to run into large figures, with some estimating the month's consumption at from 275,000 to 350,000 bbls., against 234,000 last year. A good many of the holes are being rapidly filled up, and the cash trade is predicting that by mid-November all of the holes will have been filled, and that, from that time forward, the pressure of cash oil on the market will become more pronounced.

Those bullishly inclined are impressed by the lard price, and by the favorable prospects for a continued large trade in compound, owing to the smallness of the lard stocks, the heavy marketings of underweight hogs, and the discounts for compound. Those bearishly inclined are looking mainly at the larger oil crop than last year, and feel that prices must go to a level where a broadened domestic trade must develop, or other outlets be found, and it is not difficult to find one who is satisfied that January oil will go to nearly five cents a pound discount under January lard.

THE EDWARD FLASH CO.
29 BROADWAY, N. Y. CITY
BROKERS EXCLUSIVELY
VEGETABLE OILS
In Barrels or Tanks
Hardened Edible Coconut Oil
COTTON OIL FUTURES
On the New York Produce Exchange

The crude markets ruled quite steady, with a moderate trade, during the week. Reports had it that one prominent compound interest had bought a round lot in Texas at 8½¢, but this same interest is known to have sold some crude, also. The southeast was holding strongly for nine cents, at which figure offerings were free, and the market was quoted—Southeast 8½¢@9¢; Valley 8½¢ sales; Texas 8½¢@8¾¢.

The tallow market, under pressure of outside stuff, sold off ¾¢ per lb. from last week's highs, with extra New York quoted at 9½¢, and with the undertone of the market somewhat weaker, and with the soap-level for cotton oil just that much satisfactory.

COTTONSEED OIL—Market transactions—

Thursday, October 23, 1924.

Spot	1050 a	1130 a	1150
Oct.	300	1088	1086
Nov.	1000	1059	1052
Dec.	3200	1065	1055
Jan.	100	1065	1065
Feb.	2300	1075	1070
Mar.	1000	1093	1090
April	1000	1093	1083
May	1000	1093	1083

Total sales, including switches, 9,900 P. Crude S. E. 9¢ sales.

Friday, October 24, 1924.

Spot	1050 a	1100 a	1150
Oct.	1300	1065	1058
Nov.	1700	1045	1031
Dec.	2800	1043	1035
Jan.	3800	1059	1052
Feb.	1800	1075	1070
Mar.	1800	1075	1073
April	1800	1075	1073
May	1800	1075	1073

Total sales, including switches, 11,400 P. Crude S. E. nom.

Saturday, October 25, 1924.

Spot	1050 a	1100 a	1150
Oct.	700	1045	1045
Nov.	1000	1037	1027
Dec.	4100	1038	1027
Jan.	2200	1056	1047
Feb.	1700	1070	1061
Mar.	1700	1070	1061
April	1700	1070	1061
May	1700	1070	1061

Total sales, including switches, 9,700 P. Crude S. E. 8¾¢@9¢.

Monday, October 27, 1924.

Spot	1050 a	1175 a	1250 a
Oct.	300	1300	1250
Nov.	1300	1080	1057
Dec.	1500	1047	1031
Jan.	2800	1050	1035
Feb.	3700	1068	1054
Mar.	3400	1081	1070
April	3400	1081	1070
May	3400	1081	1070

Total sales, including switches, 15,400 P. Crude S. E. 8¾¢@9¢.

Tuesday, October 28, 1924.

Spot	1200 a	1250 a	1300 a
Oct.	200	1275	1275
Nov.	3600	1075	1064
Dec.	1900	1053	1035
Jan.	3300	1057	1040
Feb.	9400	1074	1059
Mar.	4200	1089	1074
April	4200	1089	1074
May	4200	1089	1074

Total sales, including switches, 22,600 P. Crude S. E. 8¾¢@9¢.

Wednesday, October 29, 1924.

Spot	1050 a	1051 a	1053 a
Nov.	1000	1065	1050
Dec.	600	1040	1039
Jan.	3400	1048	1032
Feb.	3400	1065	1050
Mar.	3400	1065	1050
April	4300	1078	1065
May	4300	1078	1065
June	4300	1078	1065

Total sales, including switches, 14,500 P. Crude S. E. 8¾¢@9¢.

Thursday, October 30, 1924.

Spot	1055 a	1056 a	1057 a
November	1033	1029	1036
December	1035	1032	1041
January	1060	1046	1058
February	1072	1059	1072
March	1072	1059	1072
April	1072	1059	1072
May	1072	1059	1072
June	1072	1059	1072

SEE PAGE 43 FOR LATER MARKETS.

SOUTHERN MARKETS.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 30, 1924.—Prime cotton seed delivered Dallas \$38.00; prime crude cotton seed oil, f.o.b. Dallas, 8½¢@8¾¢; 43 per cent cracked cake and meal, \$39.00; hulls, \$7.75; mill run lint, 3½¢@6¢. Warmer weather and no rain past week.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 30, 1924.—Prime crude steady at 8½¢ bid, 8¾¢@9¢ asked. Refined active; spot oil scarce; 36 per cent meal, \$38.00; 40 per cent meal \$40.00, delivered New Orleans. Market weaker with buyers fairly well stocked and mills showing more disposition to sell. Loose hulls, \$11.25; sacked, \$14.25, delivered New Orleans.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 30, 1924.—Present prices, 8½¢ bid, valley, but mills holding at present. Forty-one per cent meal, Memphis, \$38.00. Loose hulls, Memphis, \$9.50. Weather ideal for rapid gathering of the crop.

LITHUANIAN LINSEED TRADE.

Statements in the Lithuanian press indicate that the exportation of linseed from Lithuania is becoming of increased importance. During 1922 there were exported 8,593 tons, as compared with 18,910 tons exported in 1923; and 2,853 tons during the first two months of 1924, according to statistics furnished the Department of Commerce by Consul H. E. Carlson, Kovno, Lithuania.

The average price for linseed in Lithuania is \$68.90 a ton. Great Britain is the most important purchaser of linseed, Germany and Latvia also purchasing considerable amounts.

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Puritan, Winter Pressed Salad Oil

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Committee Reports

(Continued from page 36.)

them, and in practically every case have received justice from the advertiser.

When unfair and unfavorable legislation has been imminent, we have co-operated with other committees and with the President of the Institute in exposing it.

As developments have occurred along operating, scientific and educational lines within the industry, we have prepared news statements to inform the public, in order that all might know the industry's progressiveness.

Special articles have been prepared on various phases of the industry for important publications, which have reached influential audiences.

Helping to Sell Meat.

To help members sell their meat we have prepared advertising material of an authoritative nature on the food value and healthfulness of meat and have supplied leaflets carrying the same messages, which members are inserting in packaged goods and using in other ways.

Jointly with the Committee to Confer with Live Stock Producers, we have supervised the issuance by the Bureau of Public Relations of a monthly review of the live stock and meat situation which not only has kept the membership fully informed on the underlying market situation, with respect both to live stock and to meat, but also has served to inform the producer of current market trends and the factors affecting them. This has been supplemented by monthly analyses of storage stocks which have received warm praise from some of the leaders in the industry.

These are but a few of the activities which the Committee on Public Relations and the Bureau of Public Relations have carried on in your behalf, but they will be sufficient to indicate that the work has become increasingly important to all of us.

Our industry, the largest in this country, measured by volume of sales, comes in contact with virtually every consumer at least once or twice and usually three times daily through its product. Our public relations are, therefore, of tremendous proportions and possibilities. And it is only fair to say that our experience proves the wisdom of taking the public into our confidence.

In this work of keeping the public informed, the committee is pleased to report that the industry's statements, issued through the Institute, have not been challenged, but have been accepted everywhere for what they were—facts and facts only—and statements from the Institute have come to be recognized as authoritative and accurate.

Report of Committee on Foreign Relations and Trade

By Robert Mair, Chairman.

During the year the Committee on Foreign Relations and Trade has been active in the matter of a number of questions which we consider to be of importance to the industry, accounts of which are briefly submitted herewith.

One of the most important of the activities of your committee has been the correspondence and negotiations between the Liverpool Meat Importers Association and the Liverpool Provision Trades Association for the purpose of developing a contract of written rules under which trade can be carried on between American packers and Great Britain more satisfactorily.

Trade in Frozen Fresh Pork Cuts.

During the year an effort has been made to reach an agreement with these British dealers concerning the trade in frozen fresh pork cuts. As stated, there have been no written rules in existence dealing with such transactions and, in consequence, many claims have arisen resulting in se-

vere losses to the sellers during the past year.

Rules which had been the subject of much discussion between the Liverpool Meat Importers Association (representing mainly the buyers) and the Liverpool Provision Trade Association (representing both buyers and sellers) were eventually agreed upon, drafted, and submitted to the Institute for its consideration. Your Committee on Foreign Relations and Trade found it necessary to suggest some changes which were largely in the way of amplifying and clarifying the proposed rules and which also involved some changes in material points. These changes in most cases have been agreed to by the Liverpool Association, but there are still a few points of difference which will have to be adjusted, and this no doubt will be accomplished in the near future.

Several Differences.

These differences relate to:

1. (a) The description of pork loins which the British buyers stipulate "shall comprise not less than nine nor more than twelve ribs."

(b) They ask for a guarantee of full weight outrun at destination.

(c) They desire a margin of five days after final discharge of the goods from steamer for weighing and inspecting.

2. They stipulate that when pig carcasses are sold of a stated range the average



ROBERT MAIR.
Chairman, Committee on Foreign Relations and Trade.

weight of the parcel "shall be within 5% of the mean."

When these rules have been agreed upon and adopted by the Liverpool Associations, they will govern the trade in North American fresh pork products at all United Kingdom ports and greatly facilitate trade with the United Kingdom in those products, which is likely to become one of considerable importance.

It is well to add in passing that the Provision Trades Association of the United Kingdom has corresponded with your Committee on Foreign Relations and Trade, registering objections to the British trade being discriminated against by United States shipping. It is our understanding that the Institute's Traffic Committee is in touch with this situation.

Use of Borax on Exports

Another very important activity in the United Kingdom which will affect American export trade of meat products is the discussion taking place there with respect to the use of borax in the packing of American hams and bacon for preservative purposes. During the past year a British Parliamentary Commission has been sitting

and taking evidence with respect to the use of preservatives and coloring matter in food. The commission has made one report recommending that the treatment of meat with formaldehyde or any of its derivatives should be prohibited.

American packers are mostly interested in the report of the Commission on the use of borax in packing bacon for export to the United Kingdom. A great deal of evidence has been heard by the Commission on this subject, some in favor and some opposed to the use of borax for this purpose. The Commission has not yet issued its report, but it may be expected some time in the not distant future.

The Department of Agriculture has recently succeeded in securing the permission of the French Government to allow the importation of frozen American pork meats into France. The French prohibition against the importation of American frozen fresh pork which was temporarily lifted from April 17 to September 1, 1924, has been extended from September 1 to December 1. Such meat from North and South America may now be imported into both France and Algeria. The Committee believes that it is reasonable to expect further extensions and perhaps the ultimate removal of such a prohibition on the part of the French Government.

The Belgian Pork Market.

Your committee made representations to the Department of Agriculture, requesting that they approach the Belgian Government in a manner similar to the negotiations which were conducted with the French Government in an effort to secure the permission of the former government to permit importation of American frozen fresh pork products. Since these representations were made, there have been no additional developments which have come to the attention of your committee.

Representations were made by your committee to Berlin when activity on the part of the German legislative bodies for the re-enactment of pre-war duties on importations of meats occurred. As exporting members no doubt remember, the former duties imposed by Germany prior to the war were almost prohibitive. It is believed that, owing to the fact that Germany is dependent upon importation of meats from foreign countries to supply their needs, any duties levied will be in accord with their interests for home consumption, and therefore will not be prohibitive to the American export trade. There has been no tendency on the part of Germany to place an import duty on lard. Recent cable dispatches from Germany say that the bill which would reimpose duties on meats coming into that country did not come before the last session of the Reichstag.

Standardizing Cuts for Export Trade.

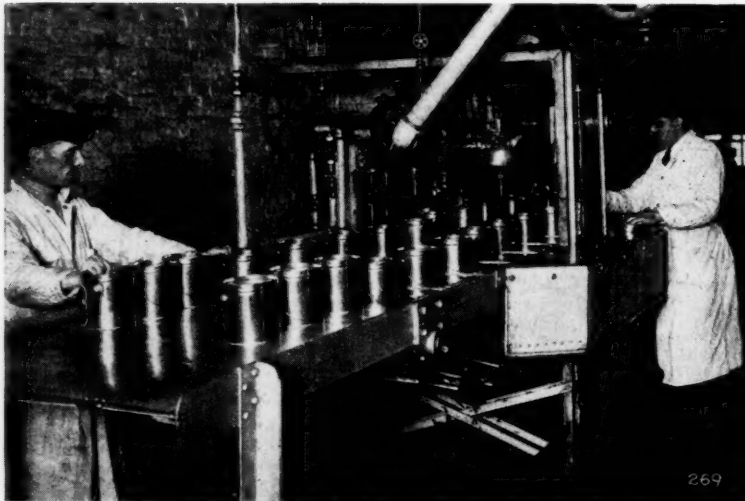
As exporting members undoubtedly know, the Bureau of Agricultural Economics of the U. S. Department of Agriculture has been giving considerable study to the matter of standardizing cuts of meat for export trade. The Bureau of Agricultural Economics in working up proposed standards for export cuts, asked for a conference with your Committee on September 12, 1924, for the purpose of obtaining our ideas with respect to the standardization of cuts.

At that meeting these representatives of the Bureau, namely, Messrs. Tenny, Whalin, Michael, Davis, and Schoenfeld, indicated that there had been a considerable demand, it seemed to them, for the standardization of export meat cuts in order that the American farmer could more intelligently produce the type of animal which the consuming trade preferred. In so doing they believed that the production of the kind of meat which the trade desired would result in a reflection of better prices to the producer, and would be beneficial also to both

(Continued on page 48.)



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The Provisioner, October 25.

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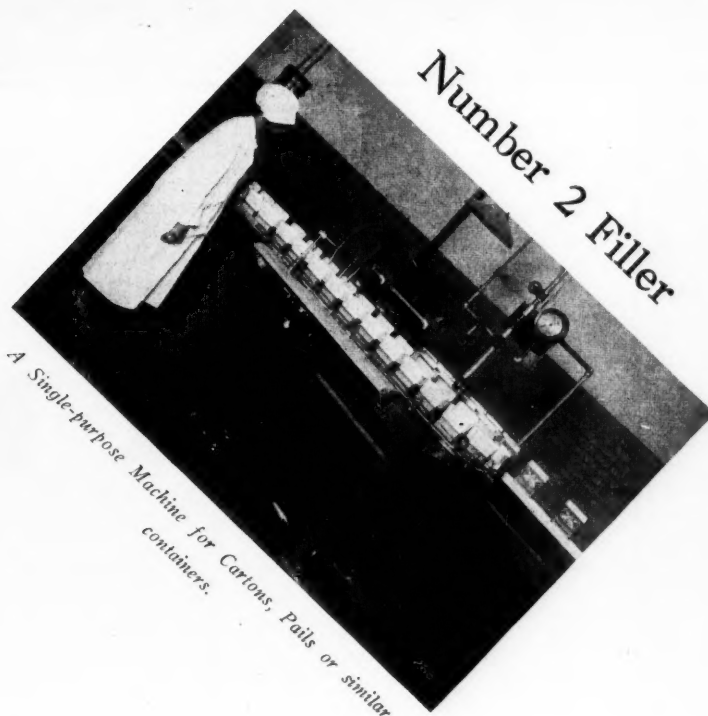
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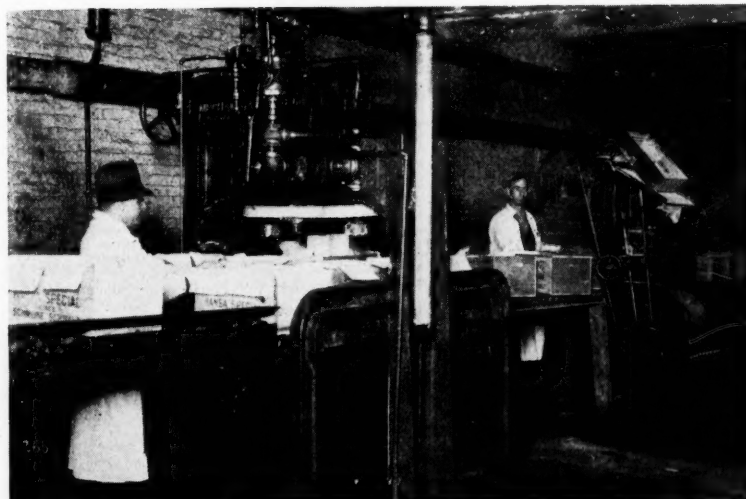
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THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Hog products irregular at the close of the week. Undertone slightly easier owing to smaller clearances, limited foreign demand, weakness in hogs and larger hog receipts than expected. Domestic trade fair.

Cottonseed Oil.

Cottonseed oil dull and steady. Refiners moderate sellers; offerings absorbed by commission house and locals. Southeast crude, 8¼@8½c, sales; valley, 8¼c; Texas, 8½c. Cash trade reported fair.

Quotations on cottonseed oil at Friday noon, were November, \$10.58@10.60; December, \$10.39@10.45; January, \$10.41@10.46; February, \$10.40@10.65; March, \$10.58@10.60; April, \$10.60@10.69; May, \$10.71@10.74; June, \$10.72@10.90.

Tallow.

Tallow, extra, 9½c.

Oleo Oil and Stearine.

Stearine, oleo, 13c, asked.

FRIDAY'S GENERAL MARKETS.

New York, Oct. 31, 1924.—Spot lard at New York, prime western, \$16.45@16.55; middle western, \$16.30@16.40; city, \$16.00; refined, continent, \$17.50; South American, \$18.25; Brazil kegs, \$19.25; compound, \$13.00@14.00.

Liverpool Provision Markets.

Liverpool, Oct. 31, 1924.—(By Cable).—Quotations today: Shoulders, square, none; picnics, 72s, hams, long cut, none; hams, American cut, 104s; bacon, Cumberland, 106s; bacon short backs, none; bellies, clear, 106s; Wiltshires, none; Canadian, none; spot lard, 91s.

Hull Oil Market.

Hull, England, Oct. 31, 1924. — (By Cable).—Refined cottonseed oil 49s 6d; crude cottonseed oil, 46s.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 31, 1924, show exports from the country were as follows: To England 78,305 quarters; to the continent, 130,807 quarters; to other ports, none.

Exports for the previous week were as follows: To England, 62,093 quarters; to the continent, 7,969 quarters; to other ports, none.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending October 25, 1924:

	Week ending Oct. 25.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	2,874	3,300	3,150
Cows, carcasses	858	761	477
Bulls, carcasses	234	278	164
Veals, carcasses	1,925	2,072	1,256
Lambs, carcasses	10,771	10,155	7,538
Mutton, carcasses	1,641	1,916	1,640
Pork, lbs.	372,715	365,382	243,275
Local slaughters:			
Cattle	2,229	2,021	2,650
Calves	1,973	2,197	1,933
Hogs	6,920	20,191	27,746
Sheep	21,884	6,931	5,486

LARD AND GREASE EXPORTS.

Exports of lard from New York, October 1 to October 29, were 36,821,203 lbs.; tallow, 893,200 lbs.; greases, 3,452,000 lbs.; stearine, 156,000 lbs.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, October 1, to October 29, 290 bbls.

RECEIPTS AT CENTERS.

SATURDAY, OCTOBER 25, 1924.

	Cattle.	Hogs.	Sheep.
Chicago	639	5,747	673
Kansas City	1,555	4,516	1,983
Omaha	936	7,968	3,562
St. Louis	591	5,762	717
St. Joseph	426	7,774	1,829
Sioux City	717	8,050	129
St. Paul	2,612	2,283	2,202
Oklahoma City	400	400	.....
Fort Worth	1,000	500	.....
Milwaukee	100	500	.....
Denver	500	300	17,000
Louisville	200	1,000	200
Wichita	200	500	.....
Indianapolis	300	11,000	100
Pittsburgh	200	4,500	700
Cincinnati	400	4,000	1,100
Buffalo	100	3,000	1,000
Cleveland	300	2,500	1,500
Nashville, Tenn.	.....	800	.....
Toronto	300	400	400

MONDAY, OCTOBER 27, 1924.

Chicago	37,000	56,000	38,000
Kansas City	36,000	10,000	8,000
Omaha	22,000	8,000	8,000
St. Louis	14,000	18,000	2,500
St. Joseph	10,000	4,000	4,000
Sioux City	10,000	9,000	4,000
St. Paul	14,000	19,000	8,500
Oklahoma City	2,300	1,100	.....
Fort Worth	7,000	1,200	.....
Milwaukee	300	1,200	200
Denver	6,500	1,200	39,000
Louisville	3,500	2,000	800
Wichita	6,000	3,000	.....
Indianapolis	1,000	6,000	500
Pittsburgh	3,000	9,000	5,000
Cincinnati	6,000	3,400	14,500
Buffalo	3,200	18,500	1,500
Cleveland	1,100	5,500	3,000
Nashville, Tenn.	500	1,000	200
Toronto	4,000	2,300	5,300

TUESDAY, OCTOBER 28, 1924.

Chicago	14,000	34,000	15,000
Kansas City	22,000	10,000	4,000
Omaha	13,000	5,000	12,000
St. Louis	10,000	18,000	2,500
St. Joseph	8,000	6,000	5,000
Sioux City	3,500	5,000	2,000
St. Paul	2,500	15,000	3,500
Oklahoma City	4,200	800	.....
Fort Worth	1,000	5,000	400
Milwaukee	3,000	1,800	14,000
Denver	300	1,500	300
Louisville	1,200	600	.....
Wichita	1,000	11,000	.....
Indianapolis	100	2,000	1,300
Pittsburgh	700	4,000	1,600
Cincinnati	200	2,500	1,600
Buffalo	300	2,500	1,500
Cleveland	100	1,500	.....
Nashville, Tenn.	700	1,400	1,300
Toronto	.....	.....	.....

WEDNESDAY, OCTOBER 29, 1924.

Chicago	18,000	23,000	11,000
Kansas City	14,000	11,000	4,000
Omaha	7,500	7,000	9,500
St. Louis	6,500	13,000	2,000
St. Joseph	3,500	7,500	3,500
Sioux City	3,000	2,000	2,000
St. Paul	2,500	15,000	5,000
Oklahoma City	1,800	1,200	.....
Fort Worth	4,000	800	700
Milwaukee	700	400	300
Denver	2,800	500	21,000
Louisville	1,000	1,500	200
Wichita	1,000	1,500	.....
Indianapolis	1,200	9,000	400
Pittsburgh	100	2,000	1,500
Cincinnati	1,300	3,400	1,000
Buffalo	200	2,000	600
Cleveland	400	3,000	2,000
Nashville, Tenn.	100	1,500	.....
Toronto	1,000	2,600	2,300

THURSDAY, OCTOBER 30, 1924.

Chicago	12,000	44,000	15,000
Kansas City	4,000	7,000	4,000
Omaha	3,000	7,000	2,500
St. Louis	3,500	11,000	1,500
St. Joseph	1,500	6,000	3,000
Sioux City	3,000	7,000	3,000
St. Paul	4,000	12,500	4,500
Oklahoma City	.....	1,000	.....
Fort Worth	3,700	1,000	500
Milwaukee	1,500	1,500	3,300
Denver	1,000	7,000	400
Indianapolis	100	4,500	1,200
Pittsburgh	1,100	4,400	800
Cincinnati	300	1,500	400
Buffalo	500	4,000	2,500
Cleveland	.....	.....	.....

FRIDAY, OCTOBER 31, 1924.

Chicago	6,000	40,000	9,000
Kansas City	1,500	7,000	1,000
Omaha	1,500	5,000	5,500
St. Louis	1,000	13,000	500
St. Joseph	1,000	5,000	1,000
Sioux City	1,000	1,000	1,000
St. Paul	1,100	8,500	1,500
Oklahoma City	1,500	1,800	.....
Fort Worth	2,000	300	300
Milwaukee	400	2,000	400
Denver	1,000	1,200	27,000
Indianapolis	200	8,000	400
Pittsburgh	100	5,000	600
Cincinnati	1,300	5,000	1,500
Buffalo	200	6,400	3,600
Cleveland	5,000	500	500

TRADE GLEANINGS.

The city of Baton Rouge, La., contemplates the erection of a municipal abattoir.

A new branch house has recently been opened in Everett, Wash., by Swift & Company, with V. S. Askren in charge.

The Bowie Cotton Oil Company has been incorporated in Bowie, Tex., with a capital stock of \$43,000, by H. A. Hall, J. M. Shannon and Thomas Greene.

The Associated Packing Company, Seattle, Wash., has purchased a tract of land near that place, where it is planned to erect a new packing plant some time in the future.

The Southern California Meat Company, Los Angeles, Calif., recently declared a dividend on its preferred stock, the third consecutive quarterly dividend declared during the year.

The Schubert Meat Company has been incorporated at 1335 W. Roosevelt Road, Chicago, with a capital stock of \$5,000 by Joseph Schubert, Jacob Taff and William Schubert. The company will slaughter and deal in cattle, calves, sheep, poultry, etc.

VEGETABLE OIL MARKETS.

COCOANUT OIL—The market continued in a very firm position, both here and on the Pacific coast, especially for spot oil or oil in nearby positions, with offerings very light and demand fairly good. However, the easier tone in tallow, it is figured, will tend to take the edge off the demand for the time being, so that sentiment on the whole is more mixed. At New York Ceylon barrels quoted 10½@11c, tanks 9½@10c, edible, bbls., 13¼@14c. Cochin bbls. 11¼@12c, Ceylon, tanks, Pacific coast, 9½c.

SOYA BEAN OIL—The market continued strong, with offerings light and firmly held, but the relatively high prices for this oil are serving to limit the demand. At New York crude in barrels was quoted at 12½@13c, edible 14@14½c, crude tanks New York 11¾c, tanks Pacific coast 11¾c.

PEANUT OIL—There was nothing new in the situation, and the market continues a purely nominal affair, throughout.

CORN OIL—The market was very steady, with a fair demand for crude, while refined corn oil was reported in good demand, and firm. The firmness in crude cotton oil continues to help this market. At New York crude corn oil, bbls., quoted 13@13½c, refined barrels 13½@14c—cases \$13.38—tanks f.o.b. mills 10c.

PALM OIL—Limited available supplies continue to make for a firm market; cabled offerings were relatively firm, and there was no pressure of oil on the market, but consumers were holding off, as fast as possible, and awaiting the effects of the easier market in tallow. At New York Lagos spot was 9½c nominal, Niger spot 8¾@9c nominal, while Lagos for shipment was quoted 9¼@9½c and Niger Nov. shipment, sold at 8½c.

PALM KERNEL OIL—The market was firm, with a limited demand and light offerings—imported, New York, quoted at 9½c.

SESAME OIL—A better demand was reported, and the market was quite firm with spot Sesame New York quoted 12½@13½c, and oil for shipment at 13½c. Some poor quality sesame is on the market, and is quoted at the inside figures.

COTTONSEED OIL—Continued good demand is in evidence, but apparently some of the holes are beginning to fill up. At New York refined, bbls., quoted 13½@13¾c for small lots, while it was believed that car-lots could be obtained ½ to 1c per lb. under these prices. Winter oil, N. Y., sold at 11½c, while the crude markets were held by the southeast and Valley at around 9c and Texas 8½@8¾c.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Oct. 30, 1924.

CATTLE—Country loadings proved too liberal and practically all killing classes lost in price ground. Total receipts at Chicago for the four days of the calendar week approximating 82,000 were around 14,000 larger than for corresponding period last week, and eleven large markets showed a gain of around 44,000.

Desirable fed yearling steers and medium weight kinds of better grades showed considerable activity throughout the week, but at the close on Wednesday prices even on these had dropped 15 to 25c below the high point early in the week and were generally 10@25c under the close a week ago. Weighty bullocks and kinds at 1,250 lbs. upward grading medium to good suffered the sharpest price cuts, these being generally 25@50c lower. Grass steers to killers also lost around 25c.

Best yearlings early in the week reached \$12.90, comparable kinds of weighty bullocks averaging 1,440 lbs. topping at \$10.75. Bulk of the liberal supply of medium to good steers averaging upward from 1,300 lbs. cashed during the week from \$8.00@9.50. Fat she stock excepting lower grades sold 25@50c lower, canners and cutters weakening a trifle as the week closed.

Bulls sold off 15@25c, few bolognas at the close passing \$4.25. After an active opening veal calves dropped 25@50c, bulk at the close going to packers at \$9.50@10.25, a few to these interests making \$10.50, outsiders handpicking up to \$10.75 and above.

HOGS—Further sharp downward revisions occurred as swine values trended toward the expected winter trading schedule. The market developed an extremely uneven basis, with unusually sharp discounting against the lack of weight. This latter condition resulted largely from exceptionally liberal marketings of light lights and slaughter pigs.

Weighty butchers ruled 40@60c lower, the best registering minimum losses. Offerings that scaled less than 200 lbs. suffered \$1.00@1.25 reductions, while \$1.50@2.00 declines appeared in killing pig quotations. Packing sows showed 60@70c downturns.

Choice weighty butchers reached \$10.10 today, which was the lowest top since September 10, but still \$2.35 higher than the corresponding day of last year.

SHEEP—Excessive supplies the forepart of the week caused a sharp break in fat lamb values, and while receipts later were greatly reduced, conditions in the east for both live and dressed lambs were so depressed that very little price recovery was noted, values showing a loss of mostly 50c from a week ago.

Only a small contingent of fat lambs reached the week's top of \$13.75, bulk moving at \$13.25@13.60. Clipped lambs sold largely at \$11.25@11.50, with best 90 lb. yearling wethers making \$11.25. Fat sheep were scarce at unchanged values, ewes bulking at \$4.75@7.00, with best fat rangers reaching \$7.25, while wethers sold upwards to \$8.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
East St. Louis, Ill., Oct. 30, 1924.

CATTLE—A new high mark for yearlings and a generally lower market featured this week's trade. Compared to week ago: Beef steers above \$10.00, fat light yearlings and stock steers steady; medium steers and heifers 25c lower; grass steers 50c lower; beef cows and light vealers 25@50c lower; canners 10@15c lower and bologna bulls 25c higher. Tops for week: Yearlings \$12.60; matured steers \$11.35 and heifers \$10.00. Bulks for week: Beef steers \$6.25@11.35; fat light yearlings \$9.25@10.00; cows \$3.75@4.50; canners \$2.40@2.60 and bulls \$3.25@4.00.

HOGS—The current week witnessed further violent breaks in the hog market with prices unevenly 50c@1.50 under last Thursday. The market was flooded with half fat light hogs which were not wanted. A trade feature was an exceedingly wide spread in prices. Medium weight and heavy butchers showed least decline with 50@65c recessions for the week. Light hogs were 50c@1.00 off, light lights and pigs \$1.00@1.50 lower and packing sows 40@50c lower. Top today was \$9.85 and

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, October 30, 1924, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$10.10	\$ 9.45	\$ 9.00	\$ 9.85	\$ 8.85
BULK OF SALES	8.00@ 9.60	8.35@ 9.35	8.00@ 8.50	8.75@ 9.50	8.00@ 8.75
Hvy. wt. (250-350 lbs.), med.-ch.	9.40@10.10	9.00@ 9.45	8.50@ 9.00	9.40@ 9.75	8.60@ 8.85
Med. wt. (200-250 lbs.), med.-ch.	8.95@ 9.90	9.00@ 9.40	8.35@ 9.00	9.15@ 9.75	8.60@ 8.85
Lt. wt. (160-200 lbs.), com.-ch.	7.25@ 9.45	7.85@ 9.10	6.75@ 8.25	8.00@ 9.40	7.50@ 8.85
Lt. lt. (130-160 lbs.), com.-ch.	6.00@ 8.15	6.50@ 8.15	6.50@ 8.00	6.75@ 8.50	6.50@ 8.25
Packing hogs, smooth.	8.45@ 8.75	8.15@ 8.35	8.25@ 8.35	8.35@ 8.50	8.15@ 8.35
Packing hogs, rough.	8.10@ 8.45	7.75@ 8.15	8.00@ 8.25	8.00@ 8.35	8.00@ 8.15
Slight. pigs (130 lbs. down), med. ch.	5.75@ 6.50	6.00@ 7.25	.....	6.50@ 7.25	5.00@ 6.25
Av. cost and wt. Wed. (pigs excluded)	9.04-229 lb.	8.75-219 lb.	8.45-257 lb.	9.32-203 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	9.65@12.65	9.40@11.85	9.50@12.10	9.75@12.00	.....
Good	8.65@11.50	8.35@10.65	8.50@11.00	8.85@10.00	8.50@10.00
Medium	6.75@10.40	5.25@ 9.25	6.25@ 9.50	6.25@ 8.85	5.50@ 8.75
Common	5.15@ 6.85	4.25@ 5.85	4.15@ 6.25	5.00@ 6.25	4.50@ 5.75
STEERS (1,100 LBS. DOWN):					
Choice and prime	11.50@12.75	10.65@12.25	10.85@12.35	11.00@12.75	.....
Good	10.25@11.60	9.50@11.00	9.50@11.25	10.00@11.00	9.25@11.00
Medium	6.75@10.65	5.75@ 9.85	6.15@ 9.85	6.25@10.00	5.50@ 9.25
Common	5.00@ 7.00	4.25@ 5.85	4.15@ 6.15	4.50@ 6.25	4.25@ 5.50
Canner and cutter	3.00@ 5.00	3.15@ 4.25	3.00@ 4.15	3.25@ 4.50	2.50@ 4.25
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.25@12.35	9.00@11.35	9.15@12.00	9.25@11.50	8.00@10.50
HEIFERS:					
Good-choice (850 lbs. up)	7.80@11.25	7.10@10.50	7.75@10.65	6.00@ 8.50	6.00@ 9.00
Common-med. (all weights)	4.25@ 7.00	3.50@ 7.10	3.50@ 7.35	3.25@ 6.00	3.25@ 6.00
COWS:					
Good and choice	4.00@ 7.25	4.85@ 7.00	4.15@ 7.45	4.50@ 6.00	4.50@ 7.25
Common and medium	3.40@ 4.60	3.50@ 4.85	3.35@ 4.15	3.50@ 4.50	3.00@ 4.50
Canner and cutter	2.75@ 3.40	2.85@ 3.50	2.25@ 3.85	2.25@ 3.50	2.00@ 3.00
BULLS:					
Good-ch. (beef yrlegs. excluded)	4.25@ 6.00	4.00@ 4.75	3.50@ 5.25	4.00@ 5.75	4.25@ 6.25
Can.-med. (canner and bologna)	3.00@ 4.35	2.60@ 4.00	2.50@ 3.50	2.50@ 4.25	2.75@ 4.25
CALVES:					
Med.-ch. (190 lbs. down)	8.85@10.50	7.00@10.00	7.25@10.25	6.50@10.00	5.50@ 8.50
Cull-com. (190 lbs. down)	5.50@ 8.75	3.50@ 7.00	3.50@ 7.25	3.50@ 6.50	4.00@ 5.50
Med.-ch. (190-260 lbs.)	6.00@10.25	4.50@ 9.50	4.75@ 9.75	5.80@ 9.75	3.50@ 7.75
Med.-ch. (260 lbs. up)	4.00@ 9.00	3.00@ 6.00	3.00@ 6.75	3.50@ 6.00	3.00@ 6.00
Cull-com. (190 lbs. up)	2.75@ 7.50	2.75@ 4.00	2.75@ 4.75	2.25@ 3.50	2.00@ 5.50
Slaughter Sheep and Lambs:					
Lambs, med.-pr. (84 lbs. down)	12.50@13.75	12.00@13.75	12.50@13.60	12.00@13.50	11.50@13.00
Lambs, cull-com. (all weights)	8.50@12.50	8.25@12.00	9.00@12.50	8.50@11.50	8.50@11.50
Yearling wethers, med.-prime	8.50@11.25	7.50@11.00	7.75@10.75	7.75@11.00	7.75@10.25
Wethers, med.-pr. (2 yrs. old and over)	5.25@ 9.00	5.25@ 8.25	5.50@ 7.75	5.00@ 8.00	4.50@ 8.25
Ewes, common to choice	4.25@ 7.25	3.75@ 7.10	4.00@ 6.75	3.50@ 8.50	3.50@ 6.50
Ewes, canner and cull	2.00@ 4.25	1.00@ 3.75	1.00@ 4.00	1.00@ 3.50	1.50@ 3.50

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general bulk \$8.75@9.50 with 160 pounds down at \$7.00@8.50 and packers at \$8.40 @8.50.

SHEEP—Fat lamb market this week lost all of the price ground gained the week before. Best offerings today brought \$13.00 against \$14.00 last Thursday. Cull lambs were unchanged, bulk today \$9.00. Aged sheep ruled strong, bulk fat ewes \$5.00@5.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Mo., Oct. 30, 1924.

CATTLE—All classes of killing steers, with the exception of choice to prime yearlings, closed unevenly lower for the week. Strictly desirable fed yearlings were scarce and the few offered met a good outlet at fully steady prices. Other yearlings and fed steers were anywhere from 25@75c lower, with weighty short feds taking the full decline. Grassers were plentiful and most offerings were 25 @50c under last Thursday.

Prime long yearlings averaging 1,012 lbs. sold at \$12.25, a new high level for the year. Other desirable yearlings went at \$11.75@12.00. Best handyweights cleared at \$11.25, with heavies at \$9.60, while the bulk of grain fed steers cleared at \$7.75@10.00. Bulk of the straight grass fat steers went at \$5.00@6.50. She stock was in good demand and prices were 10@25c higher, with canners up most. Bulls were 10@15c higher, and killing calves 25@50c higher, with top veals at \$10.00.

HOGS—An extremely bearish feeling featured the hog market during the week and closing levels were sharply lower. More unevenness was in evidence than for some time and the spread between better grades of butchers and the light unfinished grades widened materially. Best heavy butchers sold today at \$9.45, which was 60c under last Thursday's top. The bulk of more desirable grades sold 60@75c lower, with light unfinished kinds as much as \$1.00 or more off. Packing sows were mostly 50@75c lower, with today's bulk at \$8.00@8.35.

SHEEP—Fat lamb prices were steady to 25c lower than a week previous, with best western offerings selling at \$13.90. Other desirable westerns cashed at \$13.60 @13.75 and best natives sold at \$13.45. Aged sheep were very scarce and prices were 50@75c higher, with top ewes at \$7.10. Odd lots of fat wethers were taken at \$7.25@7.75.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Oct. 30, 1924.

CATTLE—The trend of prices on fed steers and yearlings was uneven this week. Well-finished yearlings and medium weight steers continued in broad demand, with today's prices strong to 25c higher than last Thursday. Choice to prime weighty steers were about steady, with plainer grades 25c lower for the week, as were short feds.

Long yearlings sold upward to \$12.25, equalling the year's high mark and prime 1,223 lb. steers reached \$11.90. Prime weighty steers averaging over 1,400 lbs. sold today at \$10.50. Prices for grass cows and heifers declined 15@25c. Other killing classes held steady.

HOGS—Influences this week were favorable to buying interests as receipts have shown expansion and this, coupled with a narrow demand from shippers, aided in bringing about a sharp downturn in prices. All buyers favored weight in making their purchases and light hogs were a drug on the market with only partial clearances of these kinds on most days.

In a general way a break of \$1.00@1.25 was reported, with light lights off as much as \$1.50@1.75. On Thursday's market \$9.00 was top paid for strongweight butchers, with bulk of desirable butchers averaging over 225 pounds at \$8.50@8.85. Packing sows bulked at \$8.00@8.35, with lights downward to \$7.00, and light lights under this figure.

SHEEP—Fat woolled lambs showed little or no change from a week ago. The run was deficient on most days of fat range offerings, the bulk consisting of fed westerns and natives. These sold at a spread of \$13.00@13.60. Fed clipped lambs were subjected to a downward pressure, break being quoted at 65@75c for the period under review, with closing sales \$11.35@11.40. Yearlings and sheep have moved up around 25c with yearlings mostly at \$8.50@9.50; fat wethers \$6.00@7.25; and desirable weight ewes \$6.00@6.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., Oct. 28, 1924.

CATTLE—Receipts for two days numbered around 22,500, the largest two-days' run in the history of the local yards. Though receipts were large, fully half of these were for the annual stocker and feeder show and sale.

Beef steers were plentiful, with bulk from Kansas pastures. The proportion of native-fed steers was light. Compared with last week's close values on steers are steady to 25c lower, medium classes and westerns showing the most decline. Best

fed steers averaging 1,100 lbs. sold at \$12.00, and mixed steers and heifers sold at the same figures.

Other good natives sold up to \$11.25, and some 1375-lb. steers sold at \$9.75. Short-feds sold \$6.60@9.00. Kansas steers ranged \$5.50@9.50. The supply of butcher stock was liberal and the market is steady to 15 off, canners and cutters showing the decline.

Canners sold \$2.10@2.40; cutters, \$2.50 @3.00, and bulk of fairs to good cows \$3.25@4.25. Grass heifers sold \$4.00@7.50, with odd lots of fed offerings up to \$10.00. Bulls held steady, with most sales \$2.50@3.75. Calves are unchanged, top veals selling at \$10.00.

HOGS—Hog receipts around 12,000 for the two days and the market is sharply lower. Tuesday's top was \$9.75 and bulk of sales \$8.75@9.60. These figures compare with a top of \$10.10, and bulk of \$9.40 @10.00 last Saturday. Packing sows sold today at \$8.25@8.50.

SHEEP—Sheep receipts light, numbering around 5,500 for the two days. Market steady on all classes. Western lambs sold \$13.50@13.75, and natives \$12.50@13.25. No fed lambs were offered.

Fat ewes sold \$6.00@6.75, and breeding ewes \$6.50@8.00. Yearlings and wethers were scarce.

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Oct. 29, 1924.

CATTLE—Whether or not it is a fidgety feeling on account of the election of next week, the fact is there are more cattle moving into market than demands of the trade call for and the selling interest is not getting much satisfaction out of the market this week. Best grades of light and medium weight corn fed beeves have held steady to strong compared with late days of last week, but all of the medium down to common grades are meeting slow outlet and prices are lower than at this time last week with immediate prospect not promising any improvement in these grades.

Butcher grades of grass cows and heifers are selling a little better for the week, but are closing slow. Best yearling beeves this week sold up to \$12.35 and there have been a number of sales at \$11.50@12.25 for choice to prime beeves of 1,200 lbs. and under; good to choice all weights, \$10.50@11.50; fair to good, \$9.50@10.50;

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References: Dun & Bradstreet

commoner grades from \$9.00 down to as low as \$7.00.

Heavy weight heaves have met poor favor. Bulk of grass cows and heifers \$3.57@5.50. Total cattle for the half week 14,900.

HOGS—The country has not yet done with its pig selling epidemic and the price list is suffering from "slumpitis." Prices have been going off rapidly until they are now 50c to \$1.00 lower than a week ago.

Best butchers here today sold at \$9.35 and the bulk of all hogs \$7.75@9.00, the rush of light and immature grades to market having widened out the spread. Receipts today were 8,000, and this brings the total for the year to the three million mark for the first time in the history of this market.

SHEEP—Sheep were steady today with \$10.35 buying the best fat lambs here. Fat ewes, \$5.00@6.50.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dept. of Agriculture.)

So. St. Paul, Minn., Oct. 29, 1924.

CATTLE—A fairly active demand for canners, cutters and bologna bulls prevented any reduction on these classes, others suffering to the extent of 10@25c. Bulk of offerings consisted of grassy cattle with a few odd head of dryfeds, these scoring upward to around \$10.00 in some cases.

Bulk of the grass steers and yearlings turned within a price range of \$5.00@6.25 today with fat cows and heifers finding an outlet at \$3.00@5.00.

Canners and cutters cashed at \$2.25@2.75 with the bulk of bologna bulls going to the scales at \$3.25@3.75.

Veal calves encountered a fairly active trade and prices ruled fully 25@50c higher than a week ago. Bulk of the better lights sold today to packers at \$8.25@8.50 with outsiders paying upward to \$9.00.

HOGS—Desirable butcher and bacon hogs and packing sows are 25@50c lower than a week ago, while light lights are about \$1.00 lower for the period. Better 160@300-lb. averages sold from \$8.25@9.00 with 130@150-lb. averages \$6.75@7.25. Bulk of the packing sows brought \$8.25.

SHEEP—Prices of fat lambs are 50c lower for the week, better handweights bringing \$12.00@13.00, heavies \$9.50@10.50, culls \$8.50. Steady prices have been paid for fat ewes, \$4.50@6.00 being the price spread, with heavies down to the former figure.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., Oct. 29, 1924.

CATTLE—The best run so far this season arrived Monday, totaling 5,500 with over 6,200 the first half of the week. The market was fairly active on the best classes at barely steady to 15c@25c lower, while the medium and plainer kinds, which were plentiful, proved slow sale at fully 25c off.

Steers formed a big portion of the run and it was difficult to dispose of the plain weighty classes although a fair clearance was reported at the finish today. Bulls were higher, tops \$4.25@4.50.

Quotations: Prime heavy steers, \$7.50@8.00; heavy shipping steers, \$6.00@7.50; fat heifers, \$4.50@7.50; fat cows, \$3.50@5.00; cutters, \$2.75@3.00; canners, \$2.00@2.25; feeders, \$4.50@6.50; stockers, \$2.50@5.50.

CALVES—Market held steady the first two days of the week but dropped 50c on the top grades Wednesday. Best veals, \$9, out calves \$6 down.

HOGS—Prices have shown a quarter decline the first half of the week on the best heavy grades, others steady. The demand has been active and supply below the requirements of the trade. Top hogs,

175 lbs. up, \$9.75; 130@175 lbs., \$8.15; pigs 130 lbs. down, \$7; throwouts, \$7.75 down.

LAMBS—Few changes noted in prices. Best lambs \$12 down, seconds \$6.50@7.00; best fat sheep, \$4.00@5.00.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Oct. 25, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	9,092	12,400	19,057
Swift & Co.	6,976	15,500	20,155
Morris & Co.	7,332	13,200	10,454
Wilson & Co.	6,074	11,000	9,451
Anglo-American Prov. Co.	1,235	9,200	...
G. H. Hammond Co.	4,113	8,900	...

Brennan Packing Co., 7,100 hogs; Miller & Hart, 3,500 hogs; Independent Packing Co., 6,800 hogs; Boyd, Lanham & Co., 6,600 hogs; Western Packing & Provision Co., 10,000 hogs; Roberts & Oake, 4,100 hogs; others, 21,900 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,692	1,556	9,672	3,017
Cudahy Pkg. Co.	6,314	1,342	6,475	4,779
Fowler Pkg. Co.	729	10	...	...
Morris & Co.	4,707	2,128	6,005	2,829
Swift & Co.	7,534	2,727	7,872	5,961
Wilson & Co.	6,447	818	7,685	3,151
Local butchers	1,230	117	705	1

Total 33,653 8,098 39,014 19,738

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	5,821	8,076	4,584
Cudahy Pkg. Co.	6,108	9,059	7,584
Dold Pkg. Co.	955	...	...
Morris & Co.	4,702	4,428	2,233
Swift & Co.	6,640	7,218	6,017
M. Glasberg	4	...	...
Hoffman Pkg. Co.	51	...	...
Mayerwich & Vail	59	...	...
Midwest Pkg. Co.	56	...	...
Omaha Pkg. Co.	95	...	...
John Roth & Sons	72	...	...
South Omaha Pkg. Co.	129	...	...
Lincoln Pkg. Co.	572	...	...
Nagle Pkg. Co.	110	...	...
Sinclair Pkg. Co.	241	...	...
Wilson Pkg. Co.	106	...	...
J. W. Murphy	3,481	...	...
Kennett-Murray & Co.	429	...	...
Other hog buyers, Omaha	2,758	...	...

Total 25,692 42,369 20,218

ST. LOUIS.

	Cattle & Calves.	Hogs.	Sheep.
Armour & Co.	4,761	4,263	1,208
Swift & Co.	3,948	9,265	2,356
Morris & Co.	2,745	4,751	1,277
St. Louis Dressed Beef Co.	1,843	...	...
St. Louis Ind. Pkg. Co.	868	900	...
East Side Pkg. Co.	1,039	5,851	...
Butchers	16,457	49,826	1,528

Total 31,622 74,856 6,369

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	4,444	1,001	13,750	6,894
Armour & Co.	3,128	496	6,207	2,899
Morris & Co.	2,673	1,190	7,241	822
Others	5,450	1,298	8,701	3,245

Total 15,695 3,955 35,899 13,860

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy & Co.	2,695	373	13,822	3,263
Armour & Co.	3,318	241	13,709	1,857
Swift & Co.	1,821	185	7,405	2,248
Sacks Pkg. Co.	1,115	29	95	...
Smith Bros. Pkg. Co.	68	9	225	...
Local butchers	78	40	17	...
Order buyers and packer shipments	506	...	5,693	...

Total 8,962 827 40,906 7,368

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,915	971	2,221	85
Wilson & Co.	1,946	817	2,321	40
Others	80	4	405	...

Total 3,941 1,792 4,947 125

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,593	4,636	19,114	1,908
Kingan & Co.	1,826	527	18,000	821
Moore & Co.	...	...	3,966	...
Indianapolis Abat. Co.	1,924	111	859	183
Armour & Co.	284	49	2,916	39
Hilgelmeyer Bro.	3	...	1,002	...
Brown Bros. Pkg. Co.	204	34	...	12
Bell Pkg. Co.	119	...	749	...
Riverview Pkg. Co.	8	...	323	...
Schussler Pkg. Co.	68	7	289	...
Art. Wabnitz	17	68	...	40
Indiana Prov. Co.	6	...	420	...
Worm & Co.	48	...	...	108
Miscellaneous	834	212	159	...

Total 7,355 5,945 48,172 3,061

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kohn Sons Co.	788	129	3,337	292
Kroger Groc. & Bak. Co.	263	48	1,478	...
C. A. Freund	111	62	535	...
G. Juengling	188	114	...	80
Schroth Pkg. Co.	21	...	2,742	...
H. H. Meyer Pkg. Co.	56	...	2,529	...
J. Hillberg Son	176	11	...	62
Wm. G. Rehman's Sons	187	57	...	...
Peoples Pkg. Co.	176	116	...	...
J. Bauer & Son	72	...	...	...
A. Sander Pkg. Co.	...	...	1,556	...
J. Vogel & Son	...	...	831	...
J. Hoffman & Son	...	...	452	...
Lehrey Pkg. Co.	...	...	234	...
Sam Gall	...	...	698	...
J. Schlacter	...	...	...	138
F. Blackburn	...	...	...	25
J. Stegner	...	...	...	32
Erhardt & Son	...	...	...	53

Total 2,038 537 14,092 1,323

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,746	7,477	16,464	1,056
Swift & Co. Harrison	17	...	...	...
United Dressed Beef Co.	88	...	...	...
Layton Co.	...	...	228	...
R. Gunz	...	...	139	...
P. C. Gross	102	29	...	...
Local butchers	197	287	168	81
Local traders	76	92	38	7

Total 2,963 7,885 17,028 1,287

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,292	752	4,211	317
Dold Pkg. Co.	413	74	4,059	13
Local butchers	231	...	...	...

Total 1,906 826 8,270 332

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,861	754	2,823	1,071
Armour & Co.	890	281	1,588	978
Blayne-Murphy	91	8	1,230	...
Miscellaneous	449	278	1,575	136

Total 3,291 1,321 7,216 2,775

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,444	3,061	26,022	5,823
Hertz Bros.	183	48	...	...
Kutz Pkg. Co.	548	6,672	...	...
Swift & Co.	5,393	6,088	39,305	9,341
Others	348	47	7,007	300

Total 9,896 16,816 72,934 15,464

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending October 25, 1924, with comparisons:

CATTLE.

	Week ending Oct. 25, 1924.	Prev. week, Oct. 18, 1924.	Cor. week, Oct. 11, 1924.
Chicago	38,064	39,287	38,556
Kansas City	33,653	32,781	32,026
Omaha	25,692	23,489	17,262
St. Louis	31,622	36,409	38,864
St. Joseph	15,695	13,296	16,341
Sioux City	8,962	6,602	6,264
Oklahoma City	3,941	4,017	1,850
Indianapolis	7,355	7,244	9,255
Cincinnati	2,038	1,422	...
Milwaukee	2,963	2,801	...
Wichita	1,906	2,568	1,913
Denver	3,291	3,129	...
St. Paul	9,896	10,690	12,052

HOGS.

	Week ending Oct. 25, 1924.	Prev. week, Oct. 18, 1924.	Cor. week, Oct. 11, 1924.
Chicago	131,000	163,349	169,700
Kansas City	39,014	49,692	78,544
Omaha	42,369	44,715	37,842
St. Louis	74,856	75,811	104,909
St. Joseph	35,899	33,967	41,580
Sioux City	40,906	37,356	41,007
Oklahoma City	4,947	8,737	5,406
Indianapolis	48,172	39,731	16,615
Cincinnati	14,092	12,323	...
Milwaukee	17,628	13,241	...
Wichita	8,270	14,099	12,548
Denver	7,216	4,550	...
St. Paul	72,934	65,713	71,458

SHEEP.

	Week ending Oct. 25, 1924.	Prev. week, Oct. 18, 1924.	Cor. week, Oct. 11, 1924.
Chicago	44,216	61,377	44,216
Kansas City	19,738	16,707	19,787
Omaha	20,218	23,202	20,196
St. Louis	6,369	12,951	18,465
St. Joseph	13,800	21,973	15,523
Sioux City	754	5,754	2,269
Oklahoma City	125	30	25
Indianapolis	3,061	2,964	2,434
Cincinnati	1,323	1,549	...
Milwaukee	1,287	1,736	...
Wichita	332	353	223
Denver	2,775	4,696	...
St. Paul	15,464	15,301	10,417

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, October 25, 1924, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,713	8,977	11,624	27,818
New York	1,089	1,551	22,535	787
Central Union	3,693	1,559	...	18,948

Total 9,495 12,067 34,159 47,553

Previous week 8,022 11,324 33,060 44,259

Two weeks ago 8,063 10,671 32,047 43,470

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago Hide Markets.

PACKER HIDES—Four packers sold 26,000 October light cows at 15c, taking most all slaughter to the end of the month. Two killers sold 3,000 more October native bulls at 12c. Moderate interest continues in the balance of the list but action is restricted because of the meager supplies. Sellers claim to be sold out for October on most all selections. Some bids are current for 15½c heavy cows which are being refused and 16c demanded firmly. Slaughter of heavy cows has shown but little increase as yet and upholstery tanners are manifesting a keen desire to operate. Spread steers are held up to 19c now. Native steers were recently sold at 16½c. Further light lines are declared available. Texas steers and butts 15½c last paid; Colorado 14½c; branded cows 12c paid and nominal. A few cows are expected to be available when final slaughter figures are available for the month; heavy cows 15½@16c; lights 15c paid; native bulls 12c paid; branded 10@12c for dates and points. Small packer stock 15c paid here and brands 12c.

COUNTRY HIDES—A limited movement passed in the local market in current quality material at prices indicating slight easiness. Some traders feel that material for later shipment is involved. Several cars of seasonable extremes moved at 14½c here and business was also effected in similar line of buff weights at 11½c. As a general rule sellers here have their views pegged at 14½c for the extremes and weights to 50 lbs. and at 12c for the 45 and 50 lbs. up material. Shippers in the choice sections such as Ohio, Michigan and similar talk 14½@15½ for weights to 45 and 50 lbs. and some business was effected. Aside from actions in these popular varieties of hides business in country stock is sluggish. All weight hides in the originating sections are quoted at 12@12½c delivered basis nominal; heavy steers are quoted 12@14c and heavy cows about 11@11½c for business with rates up to 12c talked; buffs are selling at 11½c as noted above and up to 12c also previously paid for early shipment material. As high as 12½c is still asked in some quarters. Extremes 14½@14¾c paid locally in late operations and up to 5c for the choicest descriptions. Branded country stock quoted around 10c flat basis and country packer stock at 11@13c as to mixtures. Bulls 8½@9c last paid and country packers at 10½@11c. Glue hides are quiet but held up to 9c in some quarters.

CALFSKINS—Two cars of local first salted city calfskins sold at 22½c and further lines were available at that rate. Nothing developed with regard to packer kinds, which were offered at 24c but which price was declared not emphatically held to. Some quiet business was effected in packer kipskins but details are still guarded. Material was available at 19@17@15c, the last paid basis and some export interests were figuring on the lot in question. As killer still has skins for sale there was said not to be a clean out at all points. Outside city calfskins ruled quiet at 21@22c last paid for first salted lines and stocks were well absorbed. Country descriptions 17@18c for qualities; deacons were in fair request and small supply being quoted \$1.20@1.30 for country run and cities \$1.45@1.50. City kipskins were available at 18½c which buyers considered high alongside the packer business at 19c; country kipskins 15@16c asked. Killers are reported offering October calf outright at 23½c now. The kip business referred to above is supposed to be export at 19@17@15c but not as yet confirmed.

MISCELLANEOUS MARKETS—Dry hides are quiet and unchanged at 18@19c nominal. Horse hides \$6.00 talked for renderers and good mixed at \$5.25@5.50 paid and asked. Packer pelts continue steady at \$2.60@2.85 last paid with business noted in October local small packers this week at private terms. Sheep quoted scarce and up to \$2.00 for quality. Dry pelts 32@35c last paid and nominal. Pickled skins \$10.00@12.50 dozen; hogskins 25@45c.

New York.

PACKER HIDES—Reports of new business in city slaughter hides are heard but nothing definite can be confirmed since the recent business noted in natives at 16c, butts at 15c and Colorado at 14c. It develops that some quiet business transpired in spreads at the old rate of 18c. Some native cows also moved recently at 14¾c. Bulls are quiet and held up to 11½c.

OUTSIDE PACKER HIDES—Business in the east at present is quiet due to most small killers being booked up. Recent operations involved cows at 14¾c and mixed cows and steers at 15c. A limited trade passed in steers, mainly Brooklyn take-off up to 16c. Some Salt Lake October mixed steers and cows sold at 13c for steers and 11c for cows. Pacific coast killers ask 14c and 12c respectively, which traders consider a trifle high except for possibly export outlets. Canadian sellers are claimed to be fairly well booked up to October in most instances with full Chicago prices generally asked as a rule.

COUNTRY HIDES—The situation in the east is reported as slowing down a trifle preparatory to watching the outcome of the national election next week. Boston buyers are moderately interested in the cheaply priced parcels of stock, southern mainly and are taking on far southern light hides around 12½c flat; middle section stock at 13½c flat and northerly lines around 14@14½c flat basis. Ohio and similar shippers are getting 14½@14¾ for extremes and weights to 50 lbs.; in isolated cases up to 15c reported paid but only for the 25@45 lbs. stock. Western extremes bring 14½c on occasion while many bids are a trifle under that rate. The middle weight stock is coming in for greater amounts of attention. Buff weights have been moving up to 12c with considerable regularity in central western territory but stronger rates are resisted strenuously.

CALFSKINS—New York calfskins have settled back into a quiet stage again following recent movement on a basis of \$1.90@2.40@3.30. Asking rates range up to \$2.00@2.50@3.50 as to sellers and lots. Some 6,000 N. Y. heavy kip sold at \$4.40 being a dime off from the asking basis. Light veals quoted \$3.35@3.75 last paid and buttermilks \$3.10@3.35 last paid. Outside calfskins are rates steady and unchanged. The Paris calfskin auctions advanced slightly. Untrimmed domestic calf quoted 21@22c for cities.

FOREIGN WET SALTED HIDES—The frigorifico situation is strengthening right along, bids on the last sales basis of 16½c having been refused and asked rates of 16½c landed New York basis demanded. Frigorifico cows are quoted around 14½c; extremes of 15 kilos avg. sold at \$44.00, or 17½c basis. In type hydes, 5,000 Rosarios type cows sold at 137/16c; 4,000 B. A. city steers made 141/16c. Unsold lines of frigorifico kill are moderate, being made about 75,000 altogether and practically all late October kill, which is of spring quality. Spot hide market is slow and unchanged, stocks being small.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Oct. 25, 1924:

	CATTLE.		
	Week ending Oct. 25.	Prev. week.	Cor. week.
Chicago	38,004	39,287	46,397
Kansas City	42,351	43,584	44,002
Omaha	16,704	29,504	19,000
E. St. Louis	21,335	23,546	19,836
St. Joseph	13,031	9,879	11,154
Sioux City	7,119	6,755	6,222
Cudahy	832	914	1,005
Fort Worth	8,852	9,291	12,633
Philadelphia	2,229	2,021	2,756
Indianapolis	3,852	3,123	2,712
Boston	2,135	1,940	2,642
New York & Jersey City	8,834	8,677	10,974
Oklahoma City	5,633	7,840	2,427

HOGS.			
Chicago	131,000	103,200	160,375
Kansas City	39,014	49,092	78,544
Omaha	36,761	36,907	29,215
E. St. Louis	41,114	41,355	31,000
St. Joseph	27,405	27,815	41,116
Sioux City	34,493	27,234	26,267
Cudahy	13,619	8,721	16,317
Ottawa	13,557	12,992	14,387
Fort Worth	3,675	4,154	7,606
Philadelphia	21,884	20,191	27,746
Indianapolis	21,118	13,567	24,349
Boston	13,209	11,546	20,410
New York & Jersey City	58,820	57,078	63,200
Oklahoma City	4,947	8,737	5,406

SHEEP.			
Chicago	44,216	61,377	48,578
Kansas City	19,738	16,707	19,747
Omaha	23,987	22,113	26,994
E. St. Louis	6,300	6,153	6,569
St. Joseph	10,615	13,719	12,707
Sioux City	6,631	5,722	2,155
Cudahy	467	414	339
Fort Worth	1,809	1,629	1,964
Philadelphia	6,920	6,931	5,480
Indianapolis	909	812	840
Boston	5,996	6,265	8,109
New York & Jersey City	56,143	40,735	38,925
Oklahoma City	125	30	26

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending November 1, 1924, with comparisons, are as follows:

PACKER HIDES.			
	Week ending Nov. 1, '24.	Week ending Oct. 25, '24.	Corresponding week 1923.
Spread native steers	18½@19c	@18½c	17½@17¾c
Heavy native steers	@16½c	@16½c	@15c
Heavy Texas steers	15½@16c	@15½c	@12½c
Heavy branded steers	15½@16c	@15½c	@12½c
Heavy Colorado steers	14½@15c	@14½c	@11½c
Ex-light Texas steers	12 @12½c	@12c	@9½c
Branded cows	12 @12½c	@12c	@9½c
Heavy native cows	@15½c	@15½c	@14c
Light native cows	@15c	@15c	@12c
Native bulls	@12c 11½@11¾c	11 @11½c	9 @9½c
Branded bulls	10@10½c 10 @10½c	9 @9½c	8 @8½c
Calfskins	23 @24c 23 @24c	18 @18c	15 @15½c
Kip	@19c	@19c	....
Kips, overweight	@16¾c	@16¾c	....
Kips, branded	@14c	@14c	....
Slunks, regular	1.25@1.30 1.25@1.30	1.15@1.25	1.15@1.25
Slunks, hairless	50@55c 50@55c	35@40c	35@40c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
	Week ending Nov. 1, '24.	Week ending Oct. 25, '24.	Corresponding week 1923.
Natives all weights	@15c	@15c	11½@12c
Bulls, native	@11½c	@11½c	9 @10c
Brd. str. hds.	@12½c	@12½c	9 @9½c
Calfskins	@22½c 20 @22c	@22c	17 @17½c
Kip	@18½c	@17c	14½@15c
Slunks, regular	@1.30	@1.30	\$1.15@1.25
No. 1	25 @40c	25 @40c	30@60c

COUNTRY HIDES.			
	Week ending Nov. 1, '24.	Week ending Oct. 25, '24.	Corresponding week 1923.
Heavy steers	12 @12½c 11 @11½c	11 @11½c	9½@10c
Heavy cows	11 @11½c 10 @10½c	10 @10½c	8½@9c
Butts	11 @12c 11 @12c	8½@9c	8½@9c
Extremes	14 @15c 14 @15c	9½@10½c	9½@10½c
Bulls	9 @9½c 9 @9½c	8 @8c	8 @8c
Branded	10 @10½c 9½@10c	7½@8c	7½@8c
Calfskins	16 @16½c 16 @16½c	14 @15c	14 @15c
Kip	14 @14½c 14 @14½c	12 @12c	12 @12c
Light calf	1.25@1.30 1.25@1.30	\$1.20@1.25	\$1.20@1.25
Deacons	\$1.10@1.20 \$1.10@1.20	\$1.00@1.10	\$1.00@1.10
Slunks, regular	\$1.15@1.25 \$1.15@1.25	\$0.75@1.00	\$0.75@1.00
Slunks, hairless	\$0.30@0.40 \$0.30@0.40	0.25@0.30	0.25@0.30
Hogskins	\$4.75@5.25 \$4.75@5.25	\$3.00@4.00	\$3.00@4.00
Hogskins	\$0.25@0.30 \$0.25@0.30	\$0.25@0.30	\$0.25@0.30

SHEEPSKINS.			
	Week ending Nov. 1, '24.	Week ending Oct. 25, '24.	Corresponding week 1923.
Large packers	\$3.00@3.10	@2.85	\$.....
Small packers	\$3.00@3.10	\$2.00@3.00	\$.....
Pers. shearings	@1.35	@1.42½	\$1.15@1.25
Dry pelts	\$0.32@0.34	\$0.32@0.34	\$0.26@0.28

ICE AND REFRIGERATION

ICE NOTES.

The roller mills in Kerville, Tex., will be converted into an ice and cold storage plant by T. V. Lawson and S. Eastland.

A new ice plant and cold storage plant is contemplated for Glenwood, Ark.

The Ryan Fruit Company plans to erect a new cold storage plant in Astoria, Ore. The Largo Ice & Power Company plans to enlarge its ice plant in Largo, Fla.

The Causeway Ice Company has been incorporated in Miami, Fla., with a capital stock of \$10,000 with Robert Holland as president and Claude Holland as secretary.

The Crystal Ice Company plans to erect a \$100,000 plant on Coxie street, Asheville, N. C.

COMMITTEE REPORTS.

(Continued from page 39.)

the packer and the ultimate consumer.

The Committee did not find itself in accord with such arguments and took the stand in voicing its opinions to the gentlemen from Washington that the broad principle of standardization was not applicable to the export meat trade, in view of the fact that the taste of the consuming public differs radically from any one particular standard and that certain importing countries and even different sections of the same country, desire variable standards and cuts.

Your Committee in stating its frank

opinion, which was requested by the representatives of the Department of Agriculture, definitely opposed the entire principle of standardizing cuts of meat for export.

Report of Committee to Confer With Government Officials

By John J. Hayes, Chairman.

The Committee to Confer with Government Officials has completed a rather uneventful year which is an indication of the willing spirit of the industry to co-operate with the Bureau of Animal Industry and comply with its regulations as issued. It also indicates on the part of the bureau the possession of a knowledge to base their requirements on a sound, practical, operating basis, although having in charge the great question of public health and trade extensions as limited by import meat inspection regulations of foreign countries which affect the producer, consumer, and packer.

Four New Developments.

During the past year the following new developments and regulations were of special interest to the industry:

1. The approval of labels and other markings on meat and products were simplified with a saving to the members, not only of money but with respect to annoyances incidental to misunderstandings on the wording of labels, which resulted at times in delayed shipments.

2. The Bureau of Animal Industry was instrumental in opening the English market to American fresh pork cuts a year or so ago. Thousands of pounds of loins, hams and other cuts have been exported under this regulation. The past year it has opened up the markets of France and the Netherlands. With our resources for pork production, these additional markets will prove most helpful to the farmer and the industry.

3. Throughout the industry there has been no question but that an inspector, working longer than the Government requirement of eight hours, should be reimbursed for overtime. In fact, it was the offer of members of the industry during the war period to reimburse inspectors for emergency Sunday work that focused attention upon the hours inspectors were employed, and the industry was willing to carry the burden of extra compensation for overtime work.

However, this was not in accord with the workings of other Government departments, and this expense in the future, with the sanction of Congress, is to be carried by the Department of Agriculture. This is a saving to the industry of approximately \$250,000 per year and places the employees of the bureau on the same basis as those in other Government departments.

Trimming Necks of Hog Carcasses.

4. The regulations regarding the trimming of necks of hog carcasses were so modified, with respect to certain uses, as to result in a considerable economic saving on utilization of product and conservation of grade.

On every matter taken up with the Bureau of Animal Industry and other divisions of the Department of Agriculture,

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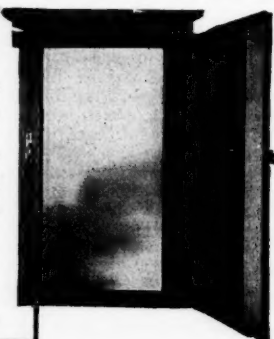
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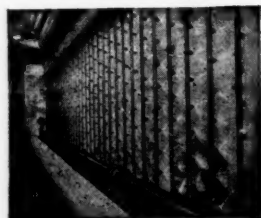
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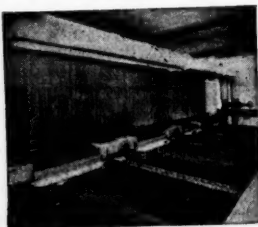
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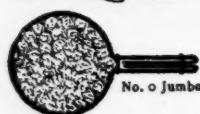
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careful consideration was given to the Industry's side of the question and the most economical method to accomplish the desired result was generally adopted. With the privilege of having regulations discussed by both interested parties, they can be made practical and results can be obtained which meet the approval of all concerned at a minimum cost to the industry.

Report of Committee on Standardized Containers

By John P. Dowding, Chairman.

The Committee on Standardized Containers, after a careful study, recommended, in July, 1923, the specifications for standard containers for lard and lard compound which later were approved by the Executive Committee and officially promulgated. As a consequence, the committee's work during the current convention year necessarily has been confined chiefly to bringing about a uniform use of the approved standard sizes.

The committee has met with much success in this work, and the standard containers seem to have come into general use throughout the industry. There was some difficulty in re-adjusting to the new sizes in the Cincinnati-Louisville territory, but the few companies which had been using the non-standard sizes have adopted the standard cans.

Report of the Legal Committee

By Thomas Creigh, Chairman.

In making its annual report of activities for the past year, the Legal Committee of the Institute feels first like congratulating the Industry for its comparatively peaceful and quite successful year of operation.

Although a number of bills and amendments to the present legislation were introduced in Congress which might have seriously involved the freedom of action of, or increased expense to, the packing industry, nevertheless, the politics of the situation soon developed so that practically all of the publicity was directed to taxation, oil, railroad, and agricultural measures.

Surety Bonds from Dealers.

In the section of the agricultural appropriation bill covering the Packer-Stockyards Administration, an amendment was suddenly introduced in conference committees and was adopted by Congress without any opportunity on our part to consider or protest it. This covered the subject of a discretion granted the Secretary to require surety bonds from market agencies and dealers.

A matter is now pending before the Secretary on our representation that the salaried buyers of the packers are not "dealers" within the meaning of the Act or the amendment. We have represented that the requirement of a bond is unnecessary in view of the remarkable experience of this industry where in its entire history no live stock producer seems to have lost a cent on account of a packer's failure to pay prompt cash for his live stock at the public stock yards of the country. Of course, the premium spent for a surety company's bond would be considerable. It further seems to us this would be a useless expenditure.

In the case of the taxation, McNary-Haugen and Howell-Barkley bills, the real interests of the industry were considerably involved, as well as those of practically all of the industries and citizenship of the country, but it was not deemed advisable for the packing industry to be placed in the spotlight by concentrated activities on these measures. No doubt when Congress reconvenes these bills will be presented.

Other Activities of Committee.

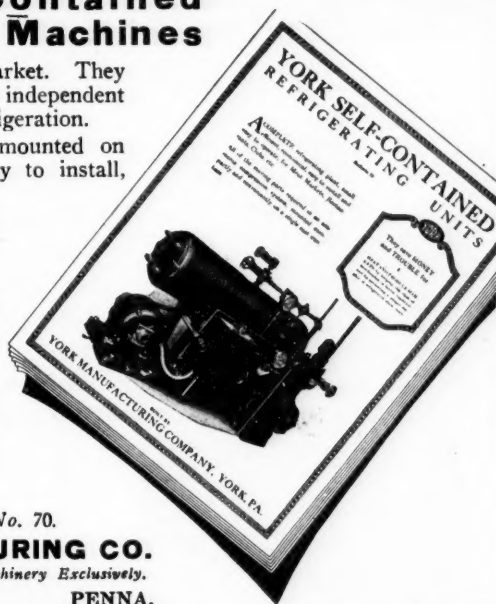
The following are among other matters which the Legal Committee from time to time has had presented to it, or has sought to assist in securing favorable action:

YORK Self-Contained Refrigerating Machines

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In connection with the certification to the Interstate Commerce Commission by the U. S. Shipping Board under Section 28 of the fact that the Shipping Board was prepared to accommodate all traffic which might be offered and that therefore existing differentials in favor of export shipments should be removed: This matter

was finally withdrawn after continued and vigorous protests from a variety of interests as to whose products the certification was not correct.

Numerous rumors now come to the effect that the Shipping Board expects to renew their certification. It is hoped that if this action does come, the board will recognize the plain facts which exist in respect to the considerations under which the largest part of our products must be shipped.

It may also be expected in the case of Export Bills of Lading that to some extent the terms and provisions, especially as regards loss and damage limitations and notice (as well as package valuation), may also be a matter of discussion in Congress shortly. The passage by the British Parliament of a revised shipping bill will undoubtedly precipitate some changes in current forms.

Also, the matter of official standards for meats and meat food products by other bureaus than the B. A. I.

Packer Stockyards Administration.

Also, the development in the litigation with the Packer Stockyards Administration over the subject of their current access to, and constant audit of, the packer's books will no doubt be matters of live interest in the near future. In the latter case, the position taken by the larger packers has been that the maintenance of the confidential character of the accounts of any company is not only a guaranteed right under the United States Constitution, but is also an essential to maintaining a competitive position.

So far as the activities of the Institute itself have been concerned, there have been a number of matters involving the defini-

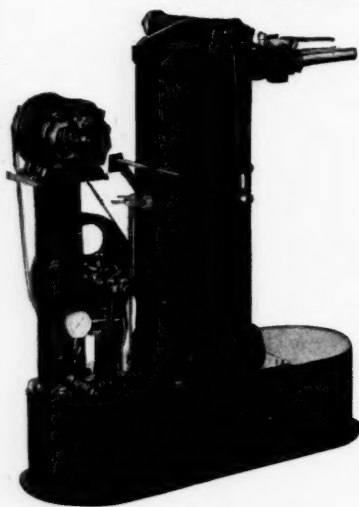


THOMAS CREIGH

Chairman, Legal Committee.

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tion of trade terms or the standardization of trade rules and practices which have been considered. The whole legal status of trade associations generally has been the subject of lengthy discussion and correspondence between the Department of Commerce and the Department of Justice at Washington.

The official position of the Administration and the courts seems to incline very strongly to the notion that any interchange of information regarding costs, prices, or contracts is very likely to lead to a violation of the Sherman Law. The Institute thus far may, in our judgment, be congratulated for its singular freedom from the slightest approach to any such activity.

Report of Committee to Confer With Retail Dealers and Trade Associations

By P. D. Armour, Chairman.

The last annual report of your Committee to Confer with Retail Dealers and Trade Associations dealt with projects at that time under way and with a proposed program of activities to be carried out during the current year through the Bureau of Merchandising of the Institute. This bureau is in direct charge of the execution of the committee's plans, and of which D. W. Martin is Director. This report will give a brief account of the progress made during the past year.

Study of Retail Costs.

Perhaps the most important project under way at that time was the study of costs of retailing meats being conducted by the United States Department of Agriculture and Northwestern University School of Commerce jointly, for the completion of which your Committee recommended that the Institute give support that would enable the University to continue as a participant in this important piece of work.

The recommendation was properly approved and, as a result of the Institute's financial support, this survey was carried on for a period of one year. At the end of this time the data compiled was analyzed by the university and published in a book, "Expenses, Profits and Losses in Retail Meat Stores," copies of which were sent to all member companies of the Institute. It is believed that this represents the most complete and exhaustive record of costs, expenses, and profits in retailing ever made in any line.

Given Wide Circulation.

The information contained in it has been given wide circulation among dealers through its publication serially in THE NATIONAL PROVISIONER, and through distribution to retailers by individual packers, as well as by the sale of hundreds of copies to individual retailers.

Following the successful completion of this study, the Institute's representatives on the Live Stock and Meat Board, in co-operation with this Committee, urged on the Board the need by the public, the producers and the dealers themselves, of adequate and continuous information about the costs, expenses, profits or losses and methods involved in retailing meats.

The Board, after investigating the matter, appointed a Committee to Confer with the United States Department of Agriculture on this problem, which is so important to dealers, producers and the public. Subsequently an appropriation of \$25,000 was made by the last Congress to continue the study of the costs of retailing meats for the current year.

Print and Distribute a Book.

In addition to conducting the study of costs, the Department of Agriculture agreed to co-operate with Northwestern University in a study to determine efficient and inefficient methods of retailing meats, and to print and distribute to each of 100,000 retail meat dealers a book based on the

information developed from the study. This work was contingent on the willingness of various interests in the meat industry to pay the salary and expenses of a man to investigate the methods used in stores of varying efficiency.

In accordance with this plan, a fund reaching a total of \$4,800 has been subscribed by the National Live Stock and Meat Board, the Institute, and the following local branches of the United Master Butchers' Association: Central and Southwest Side Associations of Chicago, Minneapolis Retail Meat Dealers' Association, Milwaukee Market Men's Association, United Master Butchers' Association of Detroit, United Master Butchers' Association of Cleveland and Ye Olde New York and Washington Heights branches of United Master Butchers' Association of New York City.

The man chosen to study efficient and inefficient retail methods is Roy C. Lindquist, who was in charge of part of the work at Northwestern University, under Dr. Secrist, in the study of costs in the retail meat field. This study of methods is now under way.

New Meat Councils.

During the past year, with the co-operation of this Committee, two new local councils have been organized—one in Kansas City and one in Boston. The National Live Stock and Meat Board appropriated \$7,500 for the support of these councils. These two organizations, under the direction of paid secretaries, have been aggressively promoting a number of activities, designed to increase meat consumption. These will be described below.

The idea of popularizing ready-to-serve meat products with the consumers was suggested to the Committee by John A. Hawkinson. To introduce the movement to retail dealers, nineteen trade meetings were held in various cities. Men qualified by experience in the different phases of the business of manufacturing and selling ready-to-serve products spoke on better methods of display and handling these products as a means to increase demand.

Displays Were a Feature.

Model displays of ready-to-serve products were a feature of each meeting. Among the speakers who were particularly active in the promotion of this campaign were Thomas E. Wilson, J. A. Hawkinson, Oscar G. Mayer, R. H. Gifford, C. W. Myers, J. T. Russell, President of the National Association of Meat Councils, and the writer.

The Committee is convinced that this campaign has resulted in a substantial increase in the demand for ready-to-serve products in those cities where it has been actively carried on. The ready-to-serve idea will be kept before the trade in the program of meetings to be held by local meat councils during the coming winter and spring.

Special Display Equipment.

One of the direct results of the movement and one which promises a lasting good for the entire industry, is the perfecting of a special type of refrigerated display case, particularly adapted to the better handling of ready-to-serve meats. This case will be known as the Ready-to-Serve Meats Display Case. The design and patent rights are owned by the Institute.

This case will be available to the retail trade throughout the United States at an approximate cost of \$100. It will be an innovation in equipment for the retail meat trade. When the case is available for the market, the members of the Institute will be duly advised. Patent proceedings are the only cause of delay.

During the past year, a number of special products-selling campaigns have been promoted by local meat councils to relieve conditions of over-supply of some particular cut of beef or pork; and, without exception, they have been of appreciable value to the industry.

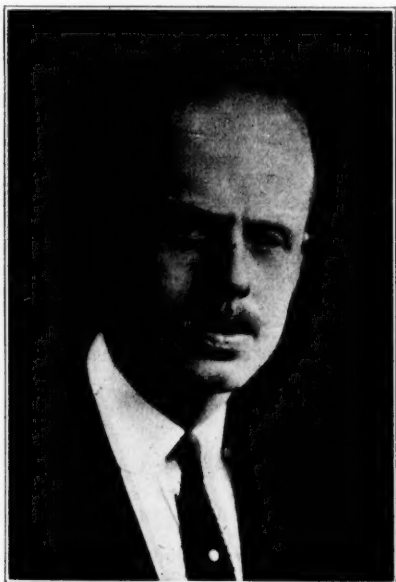
Successful campaigns have been promoted by local meat councils in Chicago and New York on beef rounds; Boston and Hudson County, New Jersey, on bacon; Kansas City, on beef rounds and smoked hams; Minneapolis, on hams; Hudson County, a three weeks campaign on fresh pork products and two campaigns featuring the sale of sausage.

The expenses of these special campaigns in all cases have been paid from a fund contributed by packer members of the Institute represented in the local market, and the retail dealers. Without exception, the most cordial co-operation has been given by retail dealers in these efforts.

An unusual opportunity for disseminating to housewives correct information about the healthfulness of meat, its food value, its place in the diet, and ways of preparing and serving meats has been afforded through the broadcasting program of the Meat Councils of New York and Hudson County, under the direction of J. C. Cutting as secretary, and the Meat Council of Greater Kansas City, under the direction of A. T. Lowry, Secretary and Treasurer.

Meat Talks Over Radio.

Mr. Cutting, of the New York and Hud-



P. D. ARMOUR.

Chairman, Committee to Confer With Retail Dealers and Trade Associations.

son County councils, broadcast a weekly talk on meat from Station WJZ from February to October of this year. The Kansas City Council, broadcasting over Station WDAF, Kansas City Star, has been on the program weekly since January 15.

Proof of the effectiveness of this method of publicity is attested by the hundreds of letters that have been received at the headquarters of these councils with requests for copies of the booklet, "Meat," issued by the Institute, and "Meat for Health," issued by the National Live Stock and Meat Board. Thousands of booklets have been distributed as a result of these lectures.

An added service of value to the housewife is the weekly market survey issued by the Committee on Marketing Information of the Meat Councils of New York and Hudson County. These news items are directed primarily to the attention of the housewife and are designed to give her accurate information on the particular cut or cuts of meat which offer unusual economy in price.

Similar service is being inaugurated in Chicago, Kansas City, Minneapolis, Milwaukee, and Rochester. This market release is, in our opinion, unique to the meat

industry. The Committee knows of no similar service offered in any other food line.

Meat Cutting Demonstrations.

A number of practical beef cutting demonstrations designed to emphasize to the retail dealer the importance of knowing his costs on the various consumer cuts as an aid to correct pricing have been staged by various local meat councils. In addition, similar demonstrations have been held before women's clubs and high school student bodies, particularly in Boston and Kansas City.

In Boston, E. J. Donahue, Secretary, has appeared before fifteen different women's clubs in meetings at which he has discussed the percentage and price factors of meat, the influence of unbalanced demand on prices, and the healthfulness and food value of meat, etc. The Meat Council of Boston will be an exhibitor at the Bay State Food Exposition in Boston during November.

In Kansas City, the Meat Council, under the direction of A. T. Lowry, will stage a meat cutting demonstration before the student body of the Kansas City grade and high schools each week for the entire school year. These demonstrations will be accompanied by food and cookery talks in which the food properties and healthfulness of meat, ways of preparing and serving it are given special emphasis.

These special accomplishments are considered noteworthy. Serious efforts will be made to establish similar contacts with schools in all meat council cities during the coming year.

Meat Trade Topics.

Under the direction of the Committee, the Bureau of Merchandising of the Institute is issuing Meat Trade Topics, a monthly publication for packers' salesmen. Each issue contains a special article on selling meats at wholesale. Hints to be used by the salesman in his everyday work and, in addition, timely information on the food value of meat and on ways of preparing and serving meat, are contributed by the Bureaus of Nutrition and Home Economics of the Institute, under the direction of Dr. Moulton and Miss Gudrun Carlson, respectively.

The Bureau of Public Relations of the Institute, under the direction of Wesley Hardenbergh, gives valuable assistance in the preparation of the copy and supervising the printing.

The result of Meat Trade Topics is that eleven thousand packinghouse salesmen are becoming more familiar with the product they sell and the industry in which they are working.

In addition to the activities mentioned above, which will be continued vigorously during the coming year, the Committee recently has approved a program of meat trade meetings which will be followed in most of the meat council cities. The program provides for a series of six meetings, all designed to pass on to the retailer, his assistant, and the packer's salesman valuable information about selling and handling meat, and increasing consumer good will toward meat and the industry.

General Subjects of Meetings.

The general subjects of the meetings are: Meat Cutting Demonstration, Food Values in Modern Selling, Telling the Consumer How to Prepare and Serve Meats, Price Facts for the Consumer about Meat, Ready-to-Serve Meats, and Sanitation and Refrigeration. The subjects will be developed by speakers who are familiar with the purpose of the meetings.

The purpose of the meetings is two-fold: to show the dealer how to improve his business methods and increase his business; and to put into his possession information about meat and the meat industry, which will enable him to discuss intelligently with his customers various facts about the industry which will eventually result in their

eating more meat and more cuts of meat more often.

The facts about the food value of meat and about how to prepare and serve meat attractively must be passed on to the consumer if meat consumption is to be increased, and the retail meat dealer is an important cog in such a movement.

Program Heartily Approved.

The program in outline has been heartily approved by retail leaders, and should do much for the industry.

These activities all are a part of the Committee's prime purpose—to foster closer co-operation between packers and retailers, to improve, wherever possible, the process of distributing of meat, and to promote and aid in educational activities as described above. Much progress has been made toward this general goal, and more may be expected during the next year and through the future.

Report of Committee on Nutrition

By W. D. Richardson, Chairman.

Your Committee on Nutrition is in a position to report considerable progress along the major lines of work laid out for it, especially in the field of research. The report will cover the fields of corrective education, constructive education, and research.

The bureau has been active in correcting misstatements concerning meat which have been appearing in newspapers and periodicals in both advertisements and articles. At least 142 replies have been directed to publications which reach collectively a very large audience.

Facts Have Been Presented.

These letters have presented facts about meat in reply to statements concerning the harmfulness of our present meat consumption or the alleged connection between meat eating and high blood pressure, cancer, and other diseases of man. There is a gradual decrease in the number of such articles needing correction.

The bureau continues to be active in presenting facts about meat to writers of special articles, columns and advertising; wherever there seems to be need for such action. In the majority of cases the letters were well received and certain disparaging matter is no longer being issued.

Two Important Activities.

In this connection may be mentioned two activities of the Director of the Bureau. A letter on "Advertising Abuses and the Help the Chemist Can Render in Correcting Them" was published in the December, 1923, number of Industrial and Engineering Chemistry.

The director addressed the Trade Session of the last annual convention of the Association of American Dairy, Food and Drug Officials on the subject of "The Nutrition Man in a Food Industry" and the part, he as well as the food and drug officials and an enlightened public, can play in the eradication of abuses in advertising food products.

The Committee on Nutrition has approved for publication an article by the Bureau Director on The Value of Meat in the Diet, material for the second bulletin in its series on The Use of Meat, a series of question and answer articles on meat as a food for Meat Trade Topics, a series of inserts on meat for use in package goods, some publicity material for use in England in reply to adverse advertising, and a reprinting of the first bulletin on The Use of Meat.

Many of these latter bulletins have been distributed on request and over 18,000 copies of Bulletin No. 2 have been sent to a list of nutrition experts, physicians and home economic workers, libraries and others.

In addition, information has been furnished to writers on food values for use in preparing articles. There have been about

a dozen of these requests, including one from the City Department of Health of Chicago. The Childs Restaurant Company requested material concerning meat as a food to be presented to some of their staff in reply to anti-meat information which they had collected.

The Bureau has been keeping up contacts with professional societies and workers in the field of nutrition. It has been co-operating with the U. S. Public Health Service in obtaining information concerning cases of trichinosis and botulism.

The director of the Bureau spent three days in Rochester, New York, in co-operation with the Bureau of Public Relations, in investigating several cases of trichinosis and guiding the industry's publicity and advertising activities.

At the request of the Chief of the U. S. Bureau of Home Economics, the Director of the Bureau of Nutrition has given some assistance in the revision of the data on meat in the Government bulletin on "The Chemical Composition of American Food Materials."



DR. W. D. RICHARDSON.
Chairman, Committee on Nutrition.

The Committee on Nutrition has been taking an active part in research during the year. At the request of Thomas E. Wilson, the committee considered research projects it might recommend to the National Live Stock and Meat Board and helped guide the director of the Bureau, who has been co-operating with the Board in its research problems.

The Board has appropriated \$6,000 for research work on meat as a food. This money is being spent through a special committee of the National Research Council composed of Dr. E. B. Forbes, Dr. H. C. Sherman and the director of the Bureau of Nutrition.

One fellowship dealing with the value of meat and meat products in blood regeneration has been placed at the University of Rochester School of Medicine, under Dean G. H. Whipple.

A second fellowship dealing with the value of meat in reproduction and lactation has been placed at Columbia University under Dr. H. C. Sherman. The director of the Bureau of Nutrition, at the request of the National Live Stock and Meat Board, keeps in active contact with this work.

Aiding the Baking Industry.

The committee is assisting the American Institute of Baking in some of its research work on nutrition by securing the co-operation of a member company to the extent of furnishing meat for this research. The committee is also assisting Dean G. H. Whipple in obtaining co-operation of

another member company which will furnish meat and edible glands for research on blood building.

The help of the packers situated in Detroit has been obtained in furnishing Dr. R. B. Hoobler of that city with meat to be used in feeding pregnant and nursing mothers in a hospital in order to show the value of meat in bringing about an adequate milk supply for infants. Preliminary results show that an increase in the amount of meat eaten insures an abundant milk supply.

The committee will also see that meat is furnished to Dr. E. B. Forbes of the Institute of Animal Nutrition at the State College of Pennsylvania for his use in work on the iron content of meat. More data is needed on this subject. The National Live Stock and Meat Board has been interested in this work and will assist with a small grant of money.

Assistance Rendered Investigator.

The Bureau is assisting Dr. Paul E. Howe, in charge of nutrition work in the U. S. Bureau of Animal Industry, to secure properly prepared dried meat for experimental feeding of animals.

This past summer the Committee on Nutrition received a sum of \$2,500 from funds of the Institute for research work on the food value of meat. The director made a trip of inspection for the committee and reported back to them. The committee has decided to place this money as a research fund with Professor R. G. Hoskins of the Department of Physiology of Ohio State University for work on meat as affecting bodily vigor and the life span.

These various pieces of investigation will certainly result in a better appreciation of the value of meat and its place in the diet. A fairly good showing has been made, using but a little of the Institute's money on research and spending most of it on corrective and constructive education. To do a complete job and secure convincing results will require more money. The Committee on Nutrition should have an enlarged budget for nutrition work.

Interest Has Been Aroused.

The director of the Bureau is aiding the National Live Stock and Meat Board in conferences and committee work dealing with the effect of feed on quality and flavor of meat. The interest of the Agricultural Experiment Stations in the stock-raising states and of the U. S. Bureau of Animal Industry has been aroused. It appears that some valuable co-operative research may result.

The Committee on Nutrition is now co-operating with the sub-committee on Soft and Oily Hogs of the Committee on Improved Live Stock Breeding. This sub-committee is in charge of an investigation on the effect of feed on the body fat of animals. This co-operation should be of value to the work.

The activities of the Committee on Nutrition and the Bureau were somewhat curtailed this past year owing to the fact that the director of the Bureau was on leave from the late summer of 1923 until February 1, 1924, in order to assist in the prosecution of the work of the Committee on Scientific Research. During this time, only the most pressing needs of the Bureau of Nutrition received attention and no development of new activities was possible.

Report of Committee to Confer With Live Stock Producers

By Thomas E. Wilson, Chairman.

The Committee to Confer with Live Stock Producers is pleased to report a continuation of the pleasant relations between live stock producers and packers. This is due in great measure through an increasingly better understanding of our mutual problems.

While the Institute and your committee

have maintained the usual direct contacts with producers at those live stock conventions to which representatives of the Institute were invited either to attend or address the convention, it is your Committee's opinion that the meetings of the National Live Stock and Meat Board are among the most potential factors in the industry in bringing about a better understanding of the mutual problems of all engaged in the business, from live stock production to the retailing of meats.

Praises Meat Board.

There are seventeen members of the National Live Stock and Meat Board, eleven of whom represent the producers, two members representing the commission men, two representing the packers and two representing the retailers of meat. The members representing the live stock industry are pretty well representative of the producers of cattle, sheep and swine in all the live stock producing centers of the country. While the purposes of the Live Stock and Meat Board are primarily to bring before the public the true value of meat in the diet, it must be apparent that the meetings of this board afford contacts between producer, packer, commission men and retailer that offer a splendid opportunity for discussion of their respective problems.

Report of Sub-Committee on Soft and Oily Hogs

By Howard R. Smith, Chairman.

The soft pork problem is still one of the most important problems from a live-stock standpoint that is faced by the packer. Cuts from soft and oily hogs do not stand up in the trade with cuts from hard hogs, their shrinkage in cure and in smoke is greater, the grade of cuts is lower and the appearance of cuts far more unsightly than in the case of hard hogs. On this account, purchasers are warranted in buying under the price of hard hogs with the necessary transportation differentials added or subtracted. The differential amounts to two to five cents, depending on the price level.

The chief difficulty in the soft pork problem, however, is that of recognizing the hogs at time of purchase. Packers could handle the oily hog problem satisfactorily if it were possible to recognize the animals as bought, but as they come today they discover from three to ten mixed into loads of hard hogs on markets that normally should yield only hard hogs. When hard hog prices are paid for such animals, the losses sustained by the packers purchasing are considerable.

Considered Only Two Phases.

The Sub-Committee on Soft Pork of the Institute of American Meat Packers has confined its attention to only two phases of the general soft pork question during the past year. Two members of the committee, with Mr. J. A. Hawkinson as Chairman, have been in negotiation with the Packer and Stockyards Administration for the purpose of establishing identification on the public market of hogs from soft pork producing regions. Various proposals were made to the Chief of the Packer and Stockyards Administration, some of which were received favorably and are now awaiting action in his office.

The Institute was represented at the Soft Pork Conference held in Knoxville last spring by William E. Anderson, Fellow of the Institute of American Meat Packers, at the Laboratory of Physiological Chemistry of Yale University. Mr. Anderson was instructed to confer on the scientific questions involved and to get as many practical angles as possible for the prosecution of his own researches.

During the year it was decided that the Committee on Nutrition of the Institute would operate in conjunction with the Sub-Committee on Soft Pork in the contact work on Mr. Anderson's investi-

gation. However, the plans of prosecuting the research are determined solely by Dr. Lafayette B. Mandel, head of the Laboratory of Physiological Chemistry at Yale, and Mr. Anderson.

What Has Been Done.

The following is a condensed report submitted by Mr. Anderson on the work they have done so far, and on their plans for the future:

"The problem of soft pork is, strictly speaking, a problem of fat production in the animal, with special reference to the changes which take place in the different nutritive elements in the ration as they are digested, assimilated, and laid down in the body tissue of the hog. Since more knowledge of the processes of nutrition in laboratory animals is available than in livestock, and since investigations can be conducted more cheaply with them, we are making all of the preliminary researches on the rat.

"In conducting this work, we have approached the problem by means of the more recent methods of animal feeding, in order to give consideration to each of



HOWARD R. SMITH.
Chairman, Sub-Committee on Soft and Oily Hogs.

the following factors—1, total energy value of the ration; 2, variations in protein with respect to its biological 'quality' and the proportions it constitutes of the total ration; 3, the proportion and character of carbohydrates fed; 4, the fats already in the diet that are laid down in the animal body without change; 5, the mineral nutrients with especial reference to any deficiencies; and 6, the vitamins.

"Furthermore, as uniform conditions as possible from the standpoint of light, heat, moisture, etc., are provided in order that any results that may develop in the quality of fat in the animal may be definitely due to differences in the ration fed.

"The first study of the investigation was an attempt to discover a basal ration which would supply the protein and mineral needs of the animal, but which would not provide a surplus so that attention could be concentrated on the effect of varying the character and quantities of fats and carbohydrates fed. The nature of the fat laid down was determined by rendering it from the entire eviscerated animal. Chemical and physical examinations were then applied.

"The second study of the investigation was an examination of the character of the body fat present at different stages in the growth of animals ranging in weight from 120 to 300 grams, with the food mixture unchanged throughout the course of the tests. This provided a base for comparison with the varied diets.

"The third study of the investigation was an examination of the influence of fats of widely varied character. Feeding trials were made with peanut oil, cottonseed oil, soy bean oil, corn oil, coconut oil, crisco, lard, and butterfat. The quality of the resulting body fat was examined in rates of 150 and 250 grams body weight respectively, representing animals as they attained their breeding powers and at maturity.

"The results obtained thus far have clearly shown that each of these fats and oils has a specific influence on the character of the fat laid down, as judged by the variations in iodine numbers and in the refractive index values. Other analytical values in addition to these two indices will be determined in the future, however, in order to provide necessary checks.

Investigating Effect of Starch.

"The fourth study of the investigation dealt with the effect of a diet rich in carbohydrates (starch) and containing less than one per cent of fat. Both young and mature animals raised on this diet yielded a remarkably hard fat. Furthermore, when rats which have been raised to 135 to 150 grams on diets containing oils that produce fats similar to soft pork, such as peanut oil, cottonseed oil, soybean and corn oil are changed to this high carbohydrate diet, they yield at maturity fats which compare very closely in hardness with the fats of rats fed always on the high starch diet.

"The next study to be prosecuted will be the determination of the effect of the protein on the quality of the fats laid down. Other factors to be studied soon are the physiological influences of the mineral nutrients, and the effects of castration. As soon as the effect of all these variables are known, corroborative investigations will be proposed at various of the experiment stations studying swine production.

"The harder fats which have been mentioned have been selected for experimental convenience, because they give readily measured differences, although many of them play no part in the agricultural practice of swine feeding. It seems most important, though, to learn first the kind and degree of effects which different factors in the ration produce, before too much money is expended on high priced animals and high priced feeds."

The policy of the fellowship has been approved for continuance by the central administrative committee. Further efforts will be made to alleviate the losses packers now sustain on soft and oily hogs, but the most important line of attack is a discovery of methods that will eliminate the problem.

Report of Traffic Committee

By F. W. Ellis, Chairman.

The subject which has occupied more time and attention of your Traffic Committee during the current year than any other pertains to Section 28 of the Merchant Marine Act. Inasmuch as all other matters handled by this committee were either satisfactorily disposed of, or are in line for favorable solution, I consider it advisable to center my remarks on this particular menace to our foreign trade in animal products.

Section 28 of the Merchant Marine Act, passed by Congress in 1920, provides that when the United States Shipping Board shall certify to the Interstate Commerce Commission that adequate shipping facilities from any port or dependency of the United States or a foreign country are afforded by vessels documented under the laws of the United States, the commission shall issue an order denying to shipments carried in foreign flag ships the reduced inland rate and port privileges as to free time now enjoyed in connection with our export and import business, regardless

of vessel registry.

The Shipping Board early in the year certified that the American shipping service was adequate to and from numerous foreign ports. Consequently, the Interstate Commerce Commission announced that this provision of the Act would be enforced on practically all exports and imports with the exception of grain.

Representatives of the Traffic Committee visited Washington on three different occasions during the year and attended hearings before the Shipping Board, Emergency Fleet Corporation and Interstate



F. W. ELLIS.
Chairman, Traffic Committee.

Commerce Commission, protesting with others against the enforcement of Section 28, penalizing the use of foreign flag vessels at least until conditions warranted such action.

The result of the general protest caused the Shipping Board to withdraw its certification for the present, with the result that the Interstate Commerce Commission has vacated its order cancelling certain inland rates and port privileges when foreign flag vessels are used.

Will Continue Live Question.

While this leaves the matter for the present in as good shape as it has been since the Merchant Marine Act became a law, it will continue to be a live question unless the present law is amended.

The committee feels that the strong effort which is being exerted to build up an American Merchant Marine is entitled to the enthusiastic support of every American shipper and importer, and certainly the voluntary support so far as practicable of the American vessels should have the effect of demonstrating that more can be accomplished through co-operation than by legislation toward the desired end.

Report of Committee on Improved Live Stock Breeding

By Murdo Mackenzie, Chairman.

The Committee on Improved Live Stock Breeding of the Institute of American Meat Packers has completed the third season of its activities. During the past year, these have been confined quite largely to the silver cup awards at various of the live stock shows. The interest of breeders has been maintained fairly well, although in sheep and swine the competition is not quite as intense as in the case of cattle. It is the belief of the committee that the greatest problem it faces is that of unifying the ideals of producer and consumers.

In the correspondence work of the committee, the predominating questions asked by producers deal with the type of live stock the packer demands. These ques-

tions are not easy to answer, especially in the face of probable high prices of corn during the coming feeding season. High priced corn limits lard production, and it is not difficult to anticipate maximum profits on types of hogs this coming winter which are not the most profitable in the long run. On the other hand, the quick finishing pig should be more desirable than ever for the farmer to raise for market.

Problem in Beef Production.

In beef cattle, the problems the committee has emphasized in the past are more insistent than ever. The chairman of the committee spent last winter in Scotland, while the secretary of the committee visited various countries of Europe during the early summer months. Both report that the problems of beef production of greatest moment in this country are also problems of Europe as well. Apparently throughout the world, costs of producing cattle are in a state of uncertain balance as compared to the prices the public is willing to pay for beef.

Buyers for the family trade continue to insist on purchasing lighter weight cuts, while cattle producers find it increasingly difficult to make a profit on breeding and feeding operations without an additional degree of size and weight for age that is contrary to consumptive demand. Under the seasonal method of production forced on the range cattleman and the dry lot feeder, it becomes almost impossible to secure prime market finish at the light weights the public requires, without resorting to methods of baby beef production and abandoning the principal function of beef cattle as the roughage consumers of the farm. If well-bred cattle are used for the latter purpose, they reach market weights at a season when they cannot be turned onto the market because the surplus pasture or fodders cannot be completely consumed when the desired weights are reached.

The greatest problem today in promoting the use of well-bred cattle, aside from that already stated, is the difficulty in securing suitable price margins between the different grades of beef animals on the market. The prices of these different grades of live cattle normally depend on the returns which can be secured from the different grades of meat produced by them. Under conditions which have prevailed since the war, it is the opinion of producers that the existing margins are not sufficient to pay for the differences in cost of production. Either good cattle do not sell for enough money, or inferior cattle sell for too much. * * *

Beef Cattle Produced in West.

The general conditions of distribution and production in the beef producing industry perhaps suggest the principal causes affecting the margins between good, medium and inferior animals. As has already been suggested, the well-bred cattle are produced in the west, beyond the Missouri River, while the foundation of beef production east of that boundary is the cold-blooded steer and the dairy cow. While there are a few districts east of the Chicago market territory where well-bred and well fed cattle are finished to meet the needs of a special market, such as Lancaster County, Pennsylvania, and the Genesee Valley, New York; in general, cattle are slaughtered throughout this region in the immediate vicinity of their point of production.

Because they carry only a small degree of finish, they are well suited to the needs of the trade demanding lean beef cuts. Such beef, on the basis of live grades, would grade from medium down to fair on the larger markets, with the exception of the dairy cows which would drop from common to inferior.

Unfortunately, the major part of the beef business in the United States is founded on medium grade cattle. From 90 to 93 per cent of the cattle reaching

the central markets grade from fair to medium, while only 4 to 6 per cent reach good to prime, and 2 to 5 per cent fall in the common to canner class. Of course, on the small markets and at points of country slaughter, there are no top grades, and the percentage of inferior as compared to medium grades is considerably increased.

Cattle handled through these local slaughterers have an advantage in costs over similar grades of cattle handled through the larger markets. There is only a small cost of transportation in them. In pre-war days, the by-products credits at the big packing houses would have offset this advantage of costs but the stagnant conditions in the by-products trade react favorably to the local operator at present.

Losses on Medium Beef.

These conditions tend to cause the packer handling surpluses of cattle to lose money on the bulk of his beef business at certain seasons of the year. Whenever runs are sufficiently heavy to flood the dressed beef market, a drop in price is certain to occur which can be met and still maintain a profit by the local killer only. The losses come on the medium grade of beef, since the best beef is practically all handled by packers and does not meet local competition. On the other hand, because of the overhead carried by the best beef as already discussed, and because of its limited outlet, it is quite easy to break prices below cost of production for both producer and packer with a flooded market, without materially affecting prices in other grades.



MURDO MACKENZIE.
Chairman, Committee on Improved Live Stock Breeding.

Furthermore, there is little question at times but that the factor of substitution of a percentage of beef of lower grade for beef of better grade may place a false value on lower grades of cattle. The housewife knows less about buying meat for quality than any other article of home consumption, and in her desire to buy T-bones, tenderloins and porterhouses, pays no attention to the class of animals from which they come. As a result, there is little regularity in her buying performance, and there is always an opportunity of speculation as to whether her demand will not permit the selling of lower grade meats at a higher price relatively than top beef. Apparently just enough of this condition exists to create an unsound competition in certain fair to medium grades in the market, and the buyer who hopes to market the meat from an inferior animal in a better grade develops plenty of disappointment, for his batting average is

more likely to be 20 per cent than 100 per cent.

There is no question in the minds of the committee as to the existence of a degree of self deception in the cattle and the meat trade on this question, and that it has considerable to do with the difficulties producers, packers, wholesalers, jobbers, and retailers have in making regular returns on their beef business. Furthermore, the reflection of this overpricing of inferior and medium grades in the live cattle market adds to the discouragement of the breeder and producer of good cattle. * * *

More Work Needed.

The situation really calls for work outside the scope of the Committee on Improved Live Stock Breeding. In the face of production costs, the committee cannot recommend breeding from small animals, slow maturing animals, or animals less efficient in feed consumption. Yet this is virtually what is needed in order to save the range industry with its seasonal limitations. On the other hand, the costs of ranch production are already so high that a quicker and not a slower turnover is needed.

The remedy for this situation can only be reached by co-operative work in all branches of the industry, such as is contemplated by the National Live Stock and Meat Board. Unquestionably, the crux of the whole situation is education of the consumer to beef quality, but education is a slow process, and in the meantime, too many of our producers will have lost all incentive to the breeding and production of better grades of beef.

Furthermore, too many of our beef departments in the packing business will be drawing for maintenance on the operating profits of other departments. One of the most hopeful signs is the recent broadening of the margin between the good and medium grades of beef throughout continental Europe. How soon it will spread to this country is questionable, but if the demand is really serious, export outlets may develop for our best bred cattle.

One of the best pieces of domestic evidence on the value of well bred cattle and good beef has come about in the service of W. C. Davis of the Bureau of Agricultural Economics in Washington, in directing contract meat purchase for the U. S. Shipping Board, the laid-up fleet, and other similar institutions. After a careful study of conditions in the laid-up fleet, Mr. Davis recommended the purchase of beef of sufficient quality that the hundredweight price was exactly double that previously purchased. Nevertheless, because of the quality and the net yields of meat, the cost of beef in the ration per individual was not increased and the satisfaction with the ration was materially heightened.

Need Co-Operation.

No single firm in the packing industry can meet the situation by itself, but all slaughterers and all retailers must combine to help in educating the public, as the permanence of their beef business will depend on maintaining consumption. Few indeed appreciate the significance of the present premium on inferior cattle and inferior beef as compared to the quality product. There is little question but that the reducing consumption of beef in the United States is due to the failure of the beef industry to provide suitable product at prices commensurate with good quality pork, lamb, mutton, veal, poultry, and so-called meat substitutes.

If economic conditions prevent a direct competition between these different meats at comparable price levels, then it is necessary to increase the appeal of beef through quality in order to maintain consumption. A concerted attack on the problem by packers and retailers is warranted, despite the hopelessness of any individual action, and the fatalistic view

should be abandoned that one should always sell beef for as much as he can get out of it with full belief in the doctrine of "caveat emptor." Modern principles of business are certainly farther sighted, and suggest that we must look as much to the ultimate as to the immediate success of the industry.

Recommend Change of Name.

Since so many of the contact problems of the packing industry with the live stock industry deal with questions other than of breeding, it is the recommendation of the Committee on Improved Live Stock Breeding that its title be changed to Committee on Improved Live Stock Production. Its activities could then be enlarged to include such problems as the docking and castrating of lambs in the native sheep producing states, the soft pork problems which is already handled by a sub-committee, the better preparation of dairy cows for the market, the development of the bacon hog industry, the investigation of the Brahma cattle drosses and other problems of a similar nature.

In fact, in a small way, it may be well for the committee to support one or two

by years, the following comparisons will give an idea of what has been done:

DECREASE IN BRUISED MEAT.

Cattle	1919.	1923.
Killed under federal inspection.	10,080,984	13,029,740
Number bruised	2,926,095	2,996,840
Estimated loss of meat per head on account bruises	1.27 lbs.	$\frac{1}{4}$ lb.
Total loss of meat—lbs.	3,716,141	749,210

Hogs	1919.	1923.
Hogs killed at markets under federal inspection	30,512,000	36,171,635
Estimated loss of meat per hog account bruises	$\frac{1}{2}$	$\frac{1}{4}$
Total loss of meat—pounds	15,256,000	4,521,454
Average live weight of hogs killed at Chicago—pounds	190	238
Average live cost of hogs killed at Chicago	\$17.85	\$7.55
Average dressed cost of hogs killed at Chicago	23.00	10.00
Total loss of meat	\$3,508,880	\$452,145

Our work has been handled through the Bureau of Public Relations of the Institute of American Meat Packers, and we have been greatly assisted by the Western Weighing and Inspection Bureau, representing all the larger western railroads. This work in charge of Dr. W. J. Embree, Chief Veterinarian of the Western Weighing & Inspection Bureau. Too much credit cannot be given for their conduct of the educational campaign. In fact, your committee believes that, if it had not been for the efforts of the Western Weighing and Inspection Bureau, we should have been unable to reach all those interested in the great territory where live stock is raised.

Work All Through Year.

This work is carried on practically every week in the year in some locality. For example, some of the large western railroads have fitted up baggage cars as portable moving-picture houses, taking these cars over different divisions and leaving them for a day or two at selected points so that all persons interested could see and hear what we have had to tell them regarding the proper handling of live stock from farm to its destination, the packing house.

We believe that practically all members of the Institute of American Meat Packers have seen the film which was produced by the Institute and other live stock interests a few years ago and have also many times seen the illuminated exhibit showing actual specimens of bruised meat cut from cattle and hogs. The committee has been able to keep our motion picture films up-to-date by cutting out some old scenes and adding new ones.

We believe that the only way to keep alive the interest in this work is constantly to keep before people who handle live stock a reminder that live stock must be handled carefully at all times. With this thought in view, we prepared a new movable illuminated exhibit, which was displayed at this year's convention, together with some new ideas regarding our automatic stereopticon machine.

Urge All to Help.

We urge every member who attended the convention and read the suggestions that were thrown on the screen from this stereopticon machine to take home the thought that, if the packing industry, and particularly his own packing house, is to be relieved from the great annual loss due to the careless and inhumane handling of live stock, each member of the Institute should consider himself a member of our Committee and lend every assistance possible in spreading our propaganda against the abuse of live stock.

This is a job that is never finished. While we have shown very good results, there is room for much improvement. Yet it can be done if every member will interest himself in first checking up his own house and then investigating the local stock yards, and urging that the use of clubs, sticks, whips, and poles be discontinued, and that a canvas or rubber flap-jack be used for driving all kinds of live stock.



R. W. CARTER.

Chairman, Committee on Live Stock Losses.

research projects in fields where the live stock and packing industry overlap, such as has been done in the case of the soft pork fellowship at Yale, working in conjunction with the Committee on Nutrition of the Institute. Thus far, the work has been confined largely to better sires and better breeding, but it is the desire of the committee to enlarge its scope so that it may work in feeding and live stock management problems as well.

Many prizes were awarded by the committee during the year at the livestock shows held at the principal markets throughout the country. These were in the nature of silver cups and ribbons for the best bred carloads of cattle, hogs and sheep. Silver medals were given for the best bred individual animals shown by club boys and girls.

Report of Committee on Live Stock Losses

By R. W. Carter, Chairman.

For the past year, a very busy one for the Committee on Live Stock Losses, we are pleased to report that the results, as compared with the four previous years, are most gratifying. There is no doubt that the educational campaign which is now being carried on in a national way is largely responsible for the improvement. While space will not permit a detailed recapitulation showing the results

Chicago Section

George A. Hormel, president of Geo. A. Hormel & Co., Austin, Minn., was in the city this week.

Secretary Fred Begg, of Powers-Begg & Co., Jacksonville, Ill., made a trip to the city during the week.

B. H. Blocksom, of Blocksom & Co., well-known Michigan City, Ind., curled hair dealers, was in Chicago during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 50,545 cattle, 14,408 calves, 116,511 hogs and 59,787 sheep.

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, October 25, on shipments sold out, ranged from 6.50 cents to 22.00 cents per pound and averaged 11.46 cents per pound.

Word from the bedside of E. C. Merritt, vice-president of the Indianapolis Abattoir Co., Indianapolis, Ind., indicates that he continues to improve. Although he is still in the hospital, reports about him are increasingly cheerful.

Provision shipments from Chicago for the week ending Oct. 25, 1924, are reported as follows, with comparisons:

	Cor.	Last week	Prev. week.	week, 1923.
Cured meats, lbs.	18,962,000	17,438,000	16,390,000	
Fresh meats, lbs.	42,304,000	46,539,000	21,210,000	
Lard, lbs.	12,438,000	13,417,000	10,715,000	

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AUGUST MEAT CONSUMPTION.

The consumption of federally inspected meat during August, 1924, totalled 1,023,000,000 lbs., or a per capita consumption of 9.1 lbs. This was a decline of 1 lb. from the July consumption, and was almost one pound less than the per capita consumption during August, 1923.

There was a slight decrease in the per capita consumption of beef and veal and a decrease of practically one pound in pork. Lamb and mutton remained the same.

Of the total meat consumed, 444,000,000 lbs. was beef and veal, 540,000,000 lbs. pork and 39,000,000 lbs. lamb and mutton.

Sentence Sermons

Written for THE NATIONAL PROVISIONER
 by Roy L. Smith.

WHAT CONTRIBUTION

- Are you making to the city that provides you with a home?
- Are you making to the business that furnishes you with employment?
- Are you making to the church that makes your property more valuable?
- Are you making to the school that trained you for success?
- Are you making to the government that extends the privilege of citizenship?
- Are you making to the home that gives you a welcoming shelter?
- Are you making to the neighborhood that overlooks your peculiarities?

DANISH MEAT EXPORTS.

Bacon exports from Denmark during the first six months of 1923 totalled approximately 176 million pounds, and during the first six months of the current year have increased by about 41 million pounds to

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216,825,000 pounds. Practically all of this export of bacon went to Great Britain, according to a report of Acting Commercial Attache Sorenson at Copenhagen to the Department of Commerce.

In connection with the exports of bacon it is interesting to note the great increases in hog killings by the export slaughter houses during recent years. For example, the average killings for export during the years 1911-14 were only about 2,500,000 hogs as compared to 3,400,000 in 1923.

The first five months of 1924 show a slaughter of 1,685,641 hogs by the export slaughter houses, a figure which is considerably in excess of that of the first five months of 1923, that is 1,347,493 hogs.

According to Consul General Letcher at Copenhagen in a report to the Department of Commerce, exports of fresh meat have fallen off greatly during the first six months of 1924, compared with the corresponding period last year. It appears that the Norwegian market has been lost entirely while the markets in Holland and Great Britain have been very poor. Germany took a slightly greater amount of beef and veal this year than last year.

Exports of fresh beef and veal amounted to 48,670 thousand pounds in the first six months of 1924, compared with 228,243 thousand pounds in 1923.

Denmark has been successful in increasing her exports of live hogs to Germany, Switzerland, Austria, Italy and Czechoslovakia, during 1924 as compared with the first six months of 1923, especially in Germany and Switzerland, and has been very successful in finding a new market for live young hogs in Italy.

Switzerland and Czechoslovakia purchased a much greater number of live cattle from Denmark during the present year compared with last—all other countries purchased a smaller number of Danish cattle, particularly Germany. Germany and Switzerland both purchased a larger number of Danish horses during the period from January to June of 1924 than the corresponding period of 1923.

EXPORTS OF LIVE ANIMALS FROM DENMARK

	January to June		Hogs (young)		Cattle	
	1923	1924	1923	1924	1923	1924
Germany	1,924	21,965	80	115	40,026	29,440
Great Britain	3,438	30,619			7,094	23,880
Switzerland	1,431	15,165			347	83
Austria	396	9,490			2,943	288
Italy	43,802	53,016	40	1,224	11,069	36,149
Czechoslovakia					8,429	900
Belgium						
France						

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MIDDLEBROOK JOINS WILSON.

Charles D. Middlebrook, well known in packing house circles in this country, South America and Europe, has joined Wilson & Co., as an executive associate of President Thomas E. Wilson.

Thirty-five years ago Mr. Middlebrook began his packing house career in the Chicago plant of Morris & Co., as a clerk. From this beginning he went through all phases of packing house operation, rising gradually to general branch house manager. In 1897 he was sent to Europe by his company and opened up for it branch houses in England, France, Germany, Switzerland, Belgium and other countries on the continent.

During the following twelve years he handled the general export business of Morris & Co., both manufacturing and live cattle, with great success. In 1912 he was sent to South America to take charge of the La Blanca Packing House Company, at Buenos Aires, and administered that plant to the great advantage of his company.

Having risen from the ranks, Mr. Middlebrook understands the problems of those who work under him. He knows men and can direct them.

Mr. Middlebrook and Thos. E. Wilson have been life-long friends. "Tom" Wilson was breaking in as a railroad clerk with the Morris organization about the time "Charley" Middlebrook started as a clerk in the plant. They have gone up the ladder together. Mr. Wilson became president of Morris & Co. in 1913, and formed his own company three years later. Now his old friend Middlebrook joins him and will share some of his executive burdens which have increased with the expansion of the business.

The acquisition of Mr. Middlebrook, who will have his headquarters with Mr. Wilson in Chicago, will enable Thomas E. Wilson to shift some of his responsibilities to him, and he will be a great help in the work of reorganization and operation of the business afterward.

His acquaintance with the trade in South America and Europe will be a source of strength to his new connections.

LIVESTOCK KILL BY CLASSES.

The following classification of livestock slaughtered in the United States is reported by the U. S. Department of Agriculture. It is based on reports from about 750 packers and slaughterers, whose kill equaled nearly 85 per cent of the total number of animals slaughtered under federal inspection. The percentages are given for each month of 1923 and the first eight months of 1924.

	Cattle				Swine				Sheep and lambs			
	Steers	Cows and heifers	Bulls and stags	Hairys	Sows	Stags and boars	Lambs and yearlings	Sheep	Steers	Cows and heifers	Bulls and stags	Hairys
1922.	%	%	%	%	%	%	%	%	%	%	%	%
Jan.	46.01	49.58	4.51	50.92	48.42	0.66	82.90	17.10	46.01	49.58	4.51	50.92
Feb.	51.02	44.18	4.80	51.95	47.40	0.65	83.16	16.84	51.02	44.18	4.80	51.95
Mar.	54.25	42.57	3.18	52.78	46.58	0.64	88.82	10.18	54.25	42.57	3.18	52.78
Apr.	49.64	47.54	2.82	50.72	48.49	0.79	88.83	11.17	49.64	47.54	2.82	50.72
May	55.79	37.51	6.70	49.08	50.16	0.76	81.08	18.92	55.79	37.51	6.70	49.08
June	58.70	37.41	3.89	45.51	53.75	0.74	87.49	12.51	58.70	37.41	3.89	45.51
July	52.36	45.18	4.49	42.56	56.06	0.78	89.31	10.69	52.36	45.18	4.49	42.56
Aug.	47.80	48.29	3.91	36.81	62.42	0.77	88.79	11.21	47.80	48.29	3.91	36.81
Sept.	45.90	49.52	4.58	37.94	61.15	0.91	89.53	10.47	45.90	49.52	4.58	37.94
Oct.	41.97	54.40	3.63	37.59	61.50	0.82	88.74	11.26	41.97	54.40	3.63	37.59
Nov.	34.84	61.19	4.17	46.80	52.54	0.86	85.74	14.26	34.84	61.19	4.17	46.80
Dec.	41.93	54.78	3.20	48.16	51.20	0.64	88.27	11.73	41.93	54.78	3.20	48.16
Year	47.90	48.06	4.04	46.86	52.42	0.72	86.84	13.16	47.90	48.06	4.04	46.86
1924.												
Jan.	45.16	51.68	3.16	50.79	48.55	0.66	89.78	10.22	45.16	51.68	3.16	50.79
Feb.	46.21	50.40	3.39	53.29	46.13	0.58	87.79	12.21	46.21	50.40	3.39	53.29
Mar.	47.62	46.90	5.39	51.50	47.71	0.79	92.08	7.92	47.62	46.90	5.39	51.50
Apr.	52.47	42.25	5.28	40.73	49.31	0.96	87.75	12.25	52.47	42.25	5.28	40.73
May	56.52	38.77	4.71	48.26	50.94	0.80	85.52	14.48	56.52	38.77	4.71	48.26
June	56.13	40.35	3.52	44.99	54.41	0.60	89.99	10.01	56.13	40.35	3.52	44.99
July	55.01	41.98	3.01	40.38	58.84	0.73	92.41	7.59	55.01	41.98	3.01	40.38
Aug.	51.10	44.86	4.04	37.99	61.30	0.71	88.56	11.44	51.10	44.86	4.04	37.99

THE BRITISH MEAT KING.

One of the outstanding figures in the world's meat trade is Lord William Vestey, of the famous British firm of Vestey Brothers. He is an international power in both wholesale and retail meat trade.

He is also a good deal of a mystery, owing to his aversion to publicity. This picture of him in THE NATIONAL



LORD WILLIAM VESTEY

PROVISIONER is probably the first view of him many people in the meat trade have had, including some who are his own employees.

He got his start in the meat business in Chicago, where he with his brother, now Sir Edmund Vestey, traded many years ago in pork tenderloins and edible offal. Their start was exceedingly modest, and it was often said that their office was "under their hats."

The Vestey interests now own packing plants, cold storage plants, steamships, ranches and many other tributaries to a huge, well-ordered meat business. More than 2,500 retail meat shops are also owned by the Vestey's, making them the largest retail meat dealers in the world.

A little more than a year ago THE NATIONAL PROVISIONER published an interesting series of articles describing in detail the operations and scope of the Vestey Brothers' interests.

CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 20.....	30,853	4,746	61,344	21,244
Tues., Oct. 21.....	8,488	2,565	28,947	15,348
Wed., Oct. 22.....	15,858	1,912	20,554	18,436
Thurs., Oct. 23.....	12,871	4,025	31,254	28,008
Fri., Oct. 24.....	4,352	744	28,330	19,288
Sat., Oct. 25.....	639	188	5,747	672

Totals last week.....	73,061	14,180	176,176	101,086
Previous week.....	74,705	15,756	141,127	100,821
Year ago.....	72,748	15,501	193,377	107,981
Two years ago.....	84,373	15,040	134,254	87,629

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 20.....	5,914	375	7,843	5,525
Tues., Oct. 21.....	4,339	552	6,965	6,742
Wed., Oct. 22.....	6,546	321	7,443	9,996
Thurs., Oct. 23.....	5,014	346	8,943	4,998
Fri., Oct. 24.....	2,932	118	10,535	6,070
Sat., Oct. 25.....	372	75	2,436	3,350

Totals last week.....	25,137	1,787	44,165	36,681
Previous week.....	25,063	1,614	36,139	44,374
Year ago.....	26,351	2,064	32,990	59,403
Two years ago.....	30,812	2,438	23,471	36,936

Receipts at Chicago Stock Yards thus far this year to Oct. 25, with comparative totals:

	1924.	1923.
Cattle.....	2,408,755	2,536,708
Calves.....	648,577	631,106
Hogs.....	7,745,255	8,029,547
Sheep.....	3,382,040	3,329,535

Combined weekly hog receipts at eleven markets for 1924 to Oct. 25, with comparisons:

	Week.	Year to date.
Week ending Oct. 25.....	652,000	29,776,000
Previous week.....	610,000	
Corresponding week, 1923.....	751,000	30,268,000
Corresponding week, 1922.....	583,000	23,047,000
Corresponding week, 1921.....	571,000	28,143,000

Combined receipts at seven points for the week ending Oct. 25, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Oct. 25.....	296,000	502,000	227,000
Previous week.....	323,000	495,000	280,000
1923.....	299,000	607,000	282,000
1922.....	345,000	421,000	274,000
1921.....	252,000	430,000	277,000

Combined receipts at seven markets for 1924 to Oct. 25, and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1924.....	8,854,000	24,398,000	9,105,000
1923.....	9,155,000	24,045,000	9,187,000
1922.....	8,799,000	18,498,000	8,300,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Number received.	Average weight, lbs.	Top. Average.	Price—
Week ending Oct. 25.....	176,400	236	\$10.90	\$ 9.80
Previous week.....	141,127	237	11.70	10.65
1923.....	183,377	238	7.70	7.05
1922.....	134,254	242	9.75	8.65
1921.....	107,870	224	8.30	7.55
1920.....	102,714	250	13.50	12.60
1919.....	130,957	250	14.60	13.55
1918.....	172,619	229	18.85	18.00
1917.....	105,973	207	17.70	16.60
1916.....	238,204	199	10.25	9.75
1915.....	128,943	192	7.75	6.95
1914.....	131,088	221	8.25	7.50
Average 1914-1923.....	150,600	221	\$11.65	\$10.80

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Oct. 25.....	\$10.40	\$ 9.50	\$ 6.45	\$13.75
Previous week.....	10.35	10.65	6.30	13.25
1923.....	10.00	7.05	6.25	12.70
1922.....	10.90	8.65	6.80	14.05
1921.....	8.40	7.55	4.75	8.70
1920.....	13.60	12.60	6.75	12.55
1919.....	15.80	13.55	7.65	14.90
1918.....	14.90	18.00	10.65	16.25
1917.....	11.50	16.50	11.15	16.75
1916.....	10.90	9.75	7.95	10.80
1915.....	8.70	6.95	5.75	8.65
1914.....	9.10	7.50	5.70	8.65
Average 1914-1923.....	\$11.30	\$10.80	\$ 7.35	\$12.35

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Oct. 25.....	48,100	132,200	67,600
Previous week.....	49,642	104,988	65,447
1923.....	46,397	160,378	48,578
1922.....	53,561	110,783	50,694
1921.....	38,573	129,463	69,316

*Saturday, Oct. 25, estimated.

Chicago packers' hogs slaughtered for the week ending Oct. 25, 1924.

Armour & Co.....	12,400
Anglo-American.....	9,200
Swift & Co.....	15,500
Hammond Co.....	8,900
Morris & Co.....	13,200
Wilson & Co.....	11,000
Boyd-Latham.....	6,600
Western Packing Co.....	10,000
Roberts & Joke.....	4,100
Miller & Hart.....	3,500
Independent Packing Co.....	6,800
Brennan Packing Co.....	7,100
Wm. Davies Co.....	1,400
Arar Packing Co.....	1,400
Others.....	21,900

Totals.....	131,600
Previous week.....	108,200
Year ago.....	109,700
Two years ago.....	115,600
Three years ago.....	132,800

(For Chicago livestock prices, see page 44.)

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending October 23, 1924:

BUTCHER STEERS.				
1,000-1,200 Lbs.				
	Week ended Oct. 23.	Same week 1923.	Week ended Oct. 16.	
Toronto.....	\$ 6.50	\$ 6.05	\$ 6.40	
Montreal (W).....	6.00	6.00	5.75	
Montreal (E).....	6.00	6.00	5.75	
Winnipeg.....	5.50	5.50	5.50	
Calgary.....	4.80	4.85	4.80	
Edmonton.....	4.50	4.25	4.50	

VEAL CALVES.				
Toronto.....	12.06	11.50	12.00	
Montreal (W).....	10.00	11.00	9.00	
Montreal (E).....	10.00	11.00	9.60	
Winnipeg.....	5.50	6.00	5.00	
Calgary.....	4.50	4.50	4.50	
Edmonton.....	4.50	4.50	4.00	

SELECT BACON HOGS.				
Toronto.....	12.06	9.62	12.33	
Montreal (W).....	10.75	9.50	11.00	
Montreal (E).....	10.75	9.50	11.00	
Winnipeg.....	10.34	9.07	10.45	
Calgary.....	10.17	9.24	10.17	
Edmonton.....	10.05	9.65	10.30	

GOOD LAMBS.				
Toronto.....	12.00	11.75	12.50	
Montreal (W).....	10.75	10.25	11.25	
Montreal (E).....	10.75	10.25	11.25	
Winnipeg.....	13.00	11.00	12.50	
Calgary.....	11.50	11.00	11.50	
Edmonton.....	12.00	11.00	11.50	

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, October 30, 1924.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	@15	
10-12 lbs. avg.	@15	
12-14 lbs. avg.	@15	
14-16 lbs. avg.	@15	
16-18 lbs. avg.	@15	
18-20 lbs. avg.	@15	
Skinned Hams—		
14-16 lbs. avg.	@16 1/4	
16-18 lbs. avg.	@16 1/4	
18-20 lbs. avg.	@15 1/4	
20-22 lbs. avg.	@14 1/4	
22-24 lbs. avg.	@13 1/4	
24-26 lbs. avg.	@13 1/4	
26-30 lbs. avg.	@13	
Pienies—		
4-6 lbs. avg.	@12	
6-8 lbs. avg.	@11 1/2	
8-10 lbs. avg.	@11	
10-12 lbs. avg.	@11	
12-14 lbs. avg.	@11	
Bellies—(Square cut and seedless)		
6-8 lbs. avg.	@19 1/4	
8-10 lbs. avg.	@18 1/2	
10-12 lbs. avg.	@18	
12-14 lbs. avg.	@17 1/2	
14-16 lbs. avg.	@17	

Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	@17	
10-12 lbs. avg.	@17	
12-14 lbs. avg.	@15 1/2	
14-16 lbs. avg.	@15 1/2	
16-18 lbs. avg.	@16	
18-20 lbs. avg.	@17 1/2	
Skinned Hams—		
14-16 lbs. avg.	@16 1/4	
16-18 lbs. avg.	@16 1/4	
18-20 lbs. avg.	@16 1/2	
20-22 lbs. avg.	@16	
22-24 lbs. avg.	@15	
24-26 lbs. avg.	@14 1/4	
26-30 lbs. avg.	@13 1/4	
Pienies—		
4-6 lbs. avg.	@12 1/2	
6-8 lbs. avg.	@12	
8-10 lbs. avg.	@10 1/4	
10-12 lbs. avg.	@9 1/4	
12-14 lbs. avg.	@9 1/4	
Bellies (square cut and seedless)—		
6-8 lbs. avg.	@20	
8-10 lbs. avg.	@19 1/4	
10-12 lbs. avg.	@19	
12-14 lbs. avg.	@17 1/4	
14-16 lbs. avg.	@17	

Dry Salt Meats.

Extra ribs 35-45	@14	
Extra clears, 35-45	@14 1/4	
Regular plates, 6-8	@12	
Clear plates, 4-7	@12	
Jowl butts	@10 1/2	
Fat Backs—		
8-10 lbs. avg.	@13 1/4	
10-12 lbs. avg.	@14	
12-14 lbs. avg.	@14 1/2	
14-16 lbs. avg.	@15	
16-18 lbs. avg.	@15 1/2	
18-20 lbs. avg.	@15 1/2	
20-25 lbs. avg.	@15 1/2	
Clear Bellies—		
14-16 lbs. avg.	@15 1/4	
16-18 lbs. avg.	@14 1/4	
18-20 lbs. avg.	@14 1/4	
20-25 lbs. avg.	@14 1/4	
30-35 lbs. avg.	@14 1/4	
35-40 lbs. avg.	@14 1/4	
40-45 lbs. avg.	@14 1/4	

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, OCTOBER 25, 1924.

	Open.	High.	Low.	Close.
LARD—				
October	16.97 1/2	15.50	15.00	16.37 1/2
November	16.00	14.85	14.97 1/2	15.70
December	15.32 1/2	13.80	13.92 1/2	15.07 1/2
January	14.62 1/2	13.40	13.52 1/2	14.47 1/2
CLEAR BELLIES—				
October	14.62 1/2	14.40	14.45	14.87 1/2
November	14.00	13.87 1/2	13.87 1/2	14.35
SHORT RIBS—				
October	13.00	12.40	13.00	12.40
November	12.50	12.40	12.70	12.40
January	12.80	12.15	12.15	12.52 1/2

MONDAY, OCTOBER 27, 1924.

	Open.	High.	Low.	Close.
LARD—				
October	15.30	15.40	15.15	15.15ax
November	14.75-50	14.85	14.50	14.70
December	13.85	13.92 1/2	13.85	13.85
January	13.60	13.72 1/2	13.60	13.65ax
May	13.30	13.45	13.30	13.35ax
CLEAR BELLIES—				
October				14.45 n
November				13.85ax
January	12.50	12.50	12.45	12.45ax
SHORT RIBS—				
October				12.80ax
November				12.50ax
January				12.15ax

TUESDAY, OCTOBER 28, 1924.

	Open.	High.	Low.	Close.
LARD—				
October	15.30	15.40	15.15	15.15ax
November	14.75-50	14.85	14.50	14.70
December	13.85	13.92 1/2	13.85	13.85
January	13.60	13.72 1/2	13.60	13.65ax
May	13.30	13.45	13.30	13.35ax
CLEAR BELLIES—				
October				14.45 n
November				13.85ax
January	12.50	12.50	12.45	12.45ax
SHORT RIBS—				
October				12.80ax
November				12.50ax
January				12.15ax

WEDNESDAY, OCTOBER 29, 1924.

	Open.	High.	Low.	Close.
LARD—				
October				15.47 1/2 b
November	14.85-90	15.20	14.85	15.20 b
December	14.40	14.40	14.22 1/2	14.32 1/2 b
January	13.80	14.10	13.80	14.10ax
March	13.75-70	13.90	13.70	13.90 b
May	13.55	13.80	13.55	13.80ax
CLEAR BELLIES—				
October				14.45 n
November				13.65ax
January	12.30	12.32 1/2	12.22 1/2	12.32 1/2 b
SHORT RIBS—				
October	12.50	12.50	12.50	12.50
November				12.40ax
January	11.75	11.80	11.75	11.80 b

THURSDAY, OCTOBER 30, 1924.

	Open.	High.	Low.	Close.
LARD—				
October				15.50 b
November	15.20	15.08	15.08	15.20ax
December	14.17 1/2-20	14.17 1/2-20	14.27 1/2 b	14.27 1/2 b
January	14.05	14.10	14.00	14.02 1/2
March				13.90 n
May	13.77 1/2	13.77 1/2	13.65	13.67 1/2 b
CLEAR BELLIES—				
October				14.45 n
November				13.57 1/2 ax
January	12.45	12.45	12.32 1/2	12.32 1/2 b
SHORT RIBS—				
October				12.50 n
November				12.40 n
January				11.80 n

FRIDAY, OCTOBER 31, 1924.

	Open.	High.	Low.	Close.
LARD—				
Oct.	15.50	15.50	15.50	15.50
Nov.	15.10	15.12 1/2	15.05	15.12 1/2
Dec.	14.20	14.20	14.15	14.17 1/2 b
Jan.	13.92 1/2	13.95	13.90	13.92 1/2
March				13.80ax
May	13.60	13.62 1/2	13.55	13.60
CLEAR BELLIES—				
Oct.				14.45n
Nov.	13.25	13.25	13.12 1/2	13.12 1/2
Jan.				12.27 1/2 ax
SHORT RIBS—				
Oct.				12.50n
Nov.				12.40n
Jan.				11.70ax

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, October 30, 1924, with comparisons, are as follows:

	Week ending Oct. 30, 1924.	Prev. week.	Cor. 1923.
Armour & Co.	14,464	9,428	18,460
Anglo-Amer. Prov. Co.	10,172	7,011	8,400
Swift & Co.	16,662	13,656	18,000
G. H. Hammond Co.	10,311	7,659	11,400
Morris & Co.	15,146	9,615	22,400
Wilson & Co.	13,649	8,807	16,700
Boyd-Lunham & Co.	6,168	6,632	11,800
Western Pkg. & Pro. Co.	10,000	8,900	11,100
Roberts & Oakie	4,587	3,267	6,200
Miller & Hart	6,010	4,282	6,800
Independent Packing Co.	7,506	6,837	8,800
Brennan Packing Co.	7,300	6,471	7,300
Agar Packing Co.	2,125	1,142	1,000
Total	124,130	94,387	126,700

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	20	15
Rib roast, light end	40	30	20
Chuck roast	20	20	10
Steaks, round	40	80	30
Steaks, sirloin, first cut	48	40	30
Steaks, porterhouse	55	40	30
Steaks, flank	25	15	15
Beef stew, chuck	18	15	13 1/4
Corned briskets, boneless	24	22	18
Corned plates	16	12	10
Corned rumps, boneless	25	22	18

Lamb.

	Good.	Com.
Hindquarters	35	21
Legs	40	26
Stews	12 1/4	18
Chops, shoulder	24	20
Chops, rib and loin	50	..

Mutton.

Legs	24	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin	30	..

Pork.

Loins, whole, 8@10 avg.	24	@28
Loins, whole, 10@12 avg.	21	@23
Loins, whole, 12@14 avg.	20	@22
Loins, whole, 14 and over	15	@20
Chops	26	@28
Shoulders	20	@20
Butts	22	@22
Spare ribs	14	@14
Hocks	12	@12
Leaf lard, unrendered	20	@20

Veal.

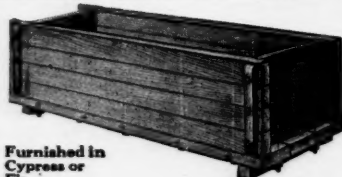
Hindquarters	12	@15
Forequarters	13	@15
Legs	14	@15
Breasts	14	@15
Shoulders	14	@15
Cutlets	14	@15
Rib and loin chops	14	@15

Butchers' Offal.

Suet	1	@1
Shop fat	1	@1
Bones, per 100 lbs.	1	@1
Calf skins	1	@1
Kips	1	@1
Deacons	1	@1

CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran., L. C. L.	6 1/4	6 1/4
Crystals	7 1/4	7 1/4
Double refined nitrate of soda, f. o. b.		
N. Y. & S. F., carloads	4 1/4	4 1/4
Less than carloads, granulated	4 1/4	4 1/4
Crystals	5 1/4	5 1/4
Kaga, 100@180 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	9	8 1/4
Crystal to powdered, in bbls., in 5-ton lots or more	9 1/4	9 1/4
In bbls. in less than 5-ton lots	9 1/4	10
Borax, carloads, powdered, in bbls.	5	4 1/4
In ton lots, gran. or powdered, in bbls.	5 1/4	5
Salt—		
Granulated, car lots, per ton f. o. b. Chi.		
bulk		\$ 8.80
Medium, car lots, per ton, f. o. b. Chicago		8.90
Rock, car lots, per ton, f. o. b. Chicago		7.00
Sugar—		
Raw Sugar, 96 basis		@6.00
Second sugar, 90 basis		@6.25
Syrup, testing 63 to 65 combined sucrose and invert		@35
Standard, granulated, f. o. b. refinery (net)		@7.50
Plantation, granulated, f. o. b. New Orleans (less 2%)		@6.90
White clarified, f. o. b. New Orleans (net)		@6 1/4



Furnished in Cypress or Fir.

Vats & Tanks

For Use In Meat Packing and Allied Industries

For curing, soaking, scalding, chilling and various other uses. Can furnish any size and special tanks and vats for miscellaneous uses as required.

Prompt delivery on receipt of order

Kalamazoo Tank & Silo Co. Michigan
Tank Builders Since 1867

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending	Cor. week
	Nov. 1	1923.
Prime native steers	19	18
Good native steers	18	17
Medium steers	14	14
Heifers, good	13	13
Cows	7	7
Hind quarters, choice	25	25
Fore quarters, choice	15	15

Beef Cuts.

Steer Loin, No. 1	32	32
Steer Loin, No. 2	28	28
Steer Short Loin, No. 1	44	44
Steer Short Loin, No. 2	40	40
Steer Loin Ends (hips)	23	23
Steer Loin Ends, No. 2	22	22
Cow Loin, No. 1	13	13
Cow Short Loin	24	20
Cow Loin Ends (hips)	17	12
Steer Ribs, No. 1	22	20
Steer Ribs, No. 2	21	20
Cow Ribs, No. 1	18	21
Cow Ribs, No. 2	9	11
Steer Ribs, No. 1	14	14
Steer Ribs, No. 2	13	14
Steer Chucks, No. 1	11	12
Steer Chucks, No. 2	10	11
Cow Chucks	9	8
Steer Plates	9	8
Medium Plates	9	8
Briskets, No. 1	15	15
Briskets, No. 2	12	12
Steer Navel Ends	6 1/2	5 1/2
Cow Navel Ends	5 1/2	4 1/2
Fore Shanks	5 1/2	5
Hind Shanks	5 1/2	5
Rolls	20	18
Strip Loin, No. 1	60	50
Strip Loin, No. 2	50	45
Strip Loin, No. 3	35	30
Strip Loin Butts, No. 1	30	25
Strip Loin Butts, No. 2	25	20
Strip Loin Butts, No. 3	18	15
Beef Tenderloins, No. 1	70	65
Beef Tenderloins, No. 2	60	55
Rump Butts	17	16
Flank Steaks	17	16
Boneless Chucks	210	210
Shoulder Clods	15	12
Hanging Tenderloins	10	8

Beef Products.

Brains, per lb.	9	8
Hearts	9 1/2	8 1/2
Tongues	29	20
Sweetbreads	38	38
Ox-Tail, per lb.	10	6
Fresh Tripe, plain	4	4
Fresh Tripe, H. C.	6 1/2	6 1/2
Livers	9	8
Kidneys, per lb.	8	8 1/2

Veal.

Choice Carcass	15	18
Good Carcass	10	14
Good Saddle	18	20
Good Backs	6	10
Medium Backs	5	6

Veal Product.

Brains, each	9	8
Sweetbreads	52	52
Calf Livers	35	31

Lamb.

Choice Lambs	23 1/2	25
Medium Lambs	21 1/2	23
Choice Saddle	27	28
Medium Saddle	25	26
Choice Fores	19	20
Medium Fores	17	18
Lamb Pies, per lb.	31	30
Lamb Tongues, each	13	13
Lamb Kidneys, per lb.	25	25

Mutton.

Heavy Sheep	7	8
Light Sheep	12	13
Light Saddle	10	10
Light Saddle	15	16
Heavy Fores	6	6
Light Fores	9	10
Mutton Legs	17	18
Mutton Loin	12	12
Mutton Stew	7	7 1/2
Sheep Tongues, each	13	13
Sheep Heads, each	10	10

Fresh Pork, Etc.

Dressed Hogs	15	14
Pork Loin, 8@10 lbs. avg.	18	21
Leaf Lard	20	13 1/2
Tenderloin	52	46
Spare Ribs	12	11
Butts	17	15
Hocks	11	9
Trimming	12	10
Extra lean trimmings	13	12
Tails	12	10
Snouts	7	6
Pigs Feet	6	5
Pigs Heads	8 1/2	8
Blade Bones	10	7
Blade Meat	12	11 1/2
Cheek Meat	12	9
Hog Livers, per lb.	5	4 1/2
Neck Bones	5	4 1/2
Skinned Shoulders	14 1/2	12
Pork Hearts	7	6
Pork Kidneys, per lb.	7	4 1/2
Pork Tongues	14	16
Rip Bones	9	8
Tail Bones	9	9
Brains	12	11
Back Fat	15 1/2	12 1/2
Hams	19	17
Chas	14	10
Bellies	22	17

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	26
Country style sausage, fresh, in link	19
Country style sausage, fresh in bulk	18
Country style sausage, smoked	22
Mixed sausage, fresh	15 1/2
Frankfurts in pork casings	15
Frankfurts in sheep casings	18
Bologna in beef bungs, choice	16
Bologna in beef middles, choice	15
Bologna in cloth, paraffined, choice	14 1/2
Liver sausage in hog bungs	18 1/2
Liver sausage in beef rounds	12
Head cheese	13
New England luncheon specialty	16
Liberty luncheon specialty	15
Minced luncheon specialty	15
Tongue sausage	22 1/2
Blood sausage	16 1/2
Polish sausage	15 1/2
Souse	15

DRY SAUSAGE.

Cervelat, choice, in hog bungs	46
Cervelat, new condition, in hog bungs	16
Cervelat, new condition, in beef middles	18
Thuringer Cervelat	21
Farmer	25
Holsteiner	24
B. C. Salami, choice	44
Milano Salami, choice, in hog bungs	21
B. C. Salami, new condition	41
Frisses, choice, in hog middles	38
Genoa style Salami	55
Peperoni	36
Mortadella, new condition	21
Capicola	50
Italian style hams	38
Virginia style hams	38

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	6.25
Large tins, 1 to crate	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate	6.50
Large tins, 1 to crate	7.50

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce	
per set	19
Beef rounds, export, 225 sets, per tierce	
per set	24
Beef middles, 110 sets, per tierce, per set	26
Beef bungs, No. 1, 400 pieces, per tierce, per piece	24
Beef bungs, No. 2, 400 pieces, per tierce, per piece	17
Beef weasands, No. 1, per piece	17
Beef weasands, No. 2, per piece	16
Beef bladders, small, per doz.	95
Beef bladders, medium, per doz.	1.70
Beef bladders, large, per doz.	1.70
Hog casings, medium, f. o. s., per lb.	1.10
Hog casings, extra narrow, selected, per lb. f. o. s.	2.25
Hog middles, without cap, per set	16
Hog heads, with cap, per set	18
Hog bungs, export	23
Hog bungs, large, prime	16
Hog bungs, medium	11
Hog bungs, small, prime	6
Hog bungs narrow	3
Hog stomachs, per piece	10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	33.00
Lamb tongues, long cut, 200-lb. bbl.	48.00
Lamb tongues, short cut, 200-lb. bbl.	57.00

CANNED MEATS.

	No. 1.	No. 2.	No. 6.
Corned beef	2.40	2.35	4.00
Roast beef	2.40	2.35	4.50
Roast mutton	2.40	2.35	4.75
Sliced dried beef	1.85	4.00	16.50
Ox tongue, whole	1.50	2.75	4.25
Lunch tongue	2.85	4.70	9.50
Corned beef hash	1.50	2.75	4.25
Hamburger steaks with onions	1.50	2.25	4.25
Vienna style sausage	1.15	2.25	4.15
Veal loaf, medium size	2.00		
Chili con carne with, or without, beans	1.25		
Potted meats	.80		

BARRELED PORK AND BEEF.

Mess pork, regular	30.50
Family back pork, 20 to 34 pieces	32.00
Family back pork, 35 to 45 pieces	32.50
Clear back pork, 40 to 50 pieces	33.00
Clear plate pork, 25 to 35 pieces	28.00
Clear plate pork, 35 to 45 pieces	27.50
Bean pork	25.00
Brisket pork	26.00
Plate beef	19.00
Extra plate beef, 200 lb. barrels	20.50

COOPERAGE.

Ash pork barrels, black iron hoops	1.60
Oak pork barrels, black iron hoops	1.80
Ash pork barrels, galv. iron hoops	1.80
Red oak lard tierces	2.42 1/2
White oak lard tierces	2.62 1/2
White oak ham tierces	2.95

BUTTERINE.

Solid—30-60 lb. tubs, f.o.b. Chicago	24
Cartons, rolls or prints, 1-lb.	25
Cartons, rolls or prints, 2@5 lbs.	24 1/2
Shortenings, 30@60 lbs. tubs	18
Nut Margarine, prints, 1 lb.	21 1/2

DRY SALT MEATS.

Extra short clears	14 1/2
Extra short ribs	14 1/2
Short clear middles, 50 lb. avg.	14 1/2
Clear bellies, 14@16 lbs.	15 1/2
Clear bellies, 18@20 lbs.	14 1/2
Clear bellies, 25@30 lbs.	14 1/2
Rib bellies, 20@25 lbs.	14 1/2
Rib bellies, 25@30 lbs.	14 1/2
Fat backs, 10@12 lbs.	14 1/2
Fat backs, 12@14 lbs.	14 1/2
Fat backs, 14@16 lbs.	15 1/2
Regular plates	12 1/2
Butts	10 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.	24
Skinned hams, fancy, 16@18 lbs.	25 1/2
Standard regular hams, 12@16 lbs.	20 1/2
Picnics, 6@8 lbs.	16 1/2
Standard bacon, 8@12 lbs.	28
Standard bacon, 4@8 lbs.	27 1/2
Standard bacon, 12@14 lbs.	24 1/2
Standard bacon strips, 6@7 lbs.	24 1/2
Cooked hams, choice, skin on, surplus fat off, smoked	33
Cooked hams, choice, skinned, surplus fat off	34
Cooked hams, choice, skinned, surplus fat off	36
Picnics, skin on, surplus fat off smoked	20
Picnics, skinned surplus fat off, smoked	21
Loin roll	26

ANIMAL OILS.

Prime lard oil	18 1/2
Extra winter strained lard	17 1/2
Extra lard oil	13 1/2
Extra No. 1 lard	12 1/2
No. 1 lard oil	12 1/2
No. 2 lard oil	11 1/2
Pure neatfoot oil	14 1/2
Extra neatfoot oil	12 1/2
No. 1 neatfoot oil	12 1/2
Acidless tallow, oil	12 1/2

FERTILIZERS.

Blood, ground	3.80@3.90
Hoofmeal	2.90@3.00
Ground tankage, 11 to 12%	2.90@3.00
Ground tankage, 0 to 10%	2.60@2.80
Crushed and unground tankage	2.00@2.75
Ground raw bone, per ton	26.00@32.00
Ground steamed bone, per ton	20.00@24.00
Unground steamed bone	15.00@17.00
Unground bone tankage	13.00@16.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average	\$250.00@300.00
No. 2 horns, 40 lb. average	200.00@210.00
No. 3 horns	140.00@150.00
Horns, black and striped	35.00@40.00
Horns, white	50.00@55.00
Round shin bones, heavies	100.00@115.00
Round shin bones, lights and med.	75.00@90.00
Flat shin bones, heavies	65.00@70.00
Flat shin bones, lights and med.	55.00@60.00
Thigh bones, heavies	75.00@80.00
Thigh bones, lights and med.	60.00@65.00
Buttock bones	45.00@55.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight.

Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

LARD (Unrefined).

Prime, steam, cash tierces	15.55
Prime, steam, loose	15.25
Leaf, raw	16.50
Neutral lard	22.00

LARD (Refined).

Pure lard, kettle rendered, per lb.	18.50
Pure lard, tierces	18.25
Compound	13.25

OLEO OIL AND STEARINE.

Oleo oil, extra	21 1/2
Oleo stock	18 1/2
Prime No. 1 oleo oil	18 1/2
Chicago No. 2 oleo oil	15
No. 3 oleo oil	15 1/2
Prime oleo stearine, edible	12 1/2

TALLOWES AND GREASES.

Edible tallow, under 2% acid, 45 titre	9 1/2
Fancy tallow, under 2% acid, 48 titre	9 1/2
No. 1 tallow, basis 10% f.f.a., 42@45 titre	8 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre	6 1/2
Choice white grease, max. 4% acid, loose	12
Chicago	12 1/2
B-White grease, max. 5% acid	9 1/2
Yellow grease, 12-15 f.f.a.	8 1/2
Brown grease, 40 f.f.a.	6 1/2

VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b.	
Valley Points	8 1/2
White, deodorized, in bris., c.a.f. Chicago	12 1/2
Yellow, deodorized, in bris.	12 1/2
Soap stock, 50% f.f.a. basis, f.o.b. mills	2 1/2
Corn oil in tanks, f.o.b. mills	9 1/2
Soya Bean oil, sellers' tank, f.o.b. coast	11
Cocanut oil, Sellers tank f.o.b. coast	9 1/2
Refined in bris., c.a.f. Chicago	12 1/2

Retail Section

Retailers' Test on Beef Cuts

**No Tests are Complete Until
Wholesale Cuts are Included—
How to Figure Hindquarter**

A few weeks ago THE NATIONAL PROVISIONER began printing a series of cutting tests for retail meat dealers, written by Roy C. Lindquist. These tests, while showing actual results from tests made by the writer, were written so that any practical retailer could substitute his own figures and make his own tests.

In the first article of this new series, the dealer making the test found that his margins were too low. In the second, a test was made by a Chicago dealer on a 214½ lb. side of beef. In the next article, the test was carried on still further, and results were given on the forequarter, of the other side of the carcass.

The following article takes the same side of beef and gives tests on the hindquarter and its cuts. Not only is the information contained in it of great value to the retailer in finding costs and margins, but it also comes in handy when he needs to buy extra cuts.

Like its predecessors, this article is entirely practical. No up-to-date retailer who will read it thoughtfully can help gaining much good from it.

Margins on Hindquarter Cuts from Side of Beef Test

By Roy C. Lindquist

As the preceding article showed the margins, percentages and other figures for the forequarter and its wholesale units, this article shall give such information for the hindquarter and its cuts.

These figures are from the same beef test as outlined in the two preceding numbers of this series. The side of beef weighed 214½ pounds and came from a 430 pound lean young steer. The test was made September 5, 1924 in a Chicago shop. For further details, the reader can refer to the two preceding numbers.

Actual Market Prices Used.

The wholesale prices used here for the hindquarters, round, and loin were the market prices actually prevailing at the time of the test. The flank and kidney are not given here since they do not constitute wholesale cuts and usually cannot be bought by the butcher as such.

As stated before, the dealer can use information as shown here in guiding his buying. When it is necessary to buy extra cuts, he will know what prices he ought to pay for them and what margins they yield him. The methods of computing margins and percentages shown in these tables were explained in the last article and need not be repeated here.

As stated in the first article, this beef

test revealed to the butcher the fact that he was securing a margin on his beef that was too high to be safe for his trade. He has since lowered the prices on many beef cuts; because his general margin on all meats handled is very reasonable, he is

Hindquarter Tests

Do you know how your hindquarter cuts of beef will test out, Mr. Retailer? Information of this kind is not only valuable in relation to the whole side, but it also comes in handy when you have to buy extra cuts.

The hindquarter used in this article is from the same beef used in the two previous articles, so that results will be comparable.

Read this article by Roy C. Lindquist and see how such a test will benefit YOU!

making other items bear a fairer share of the operating expense.

This question of cutting tests is a very interesting one and a problem which would repay the dealer manifold through proper study. The writer hopes that this series of articles will stimulate interest on the part of dealers in tests and cause many of the readers to conduct their own tests. By making frequent tests and studying the results closely, the butcher can discover many things that will lead to better cutting on his part.

(See opposite page for tests.)

[The next article will cover the test on a side of beef from a 500-pound cow. This will prove very interesting.]

KANSAS CITY BOOSTS HAMS.

Packers and retailers at Kansas City, Mo., report a considerably improved condition in the smoked ham trade, as a result of the vigorous campaign waged during the week of October 13, by the Meat Council of Greater Kansas City, of which A. T. Lowry is secretary. Large quantities of recipe leaflets and window streamers were distributed to retail dealers by the Council's Committee on Marketing Information.

Sam McCaughey, chairman of the committee, reports that this ham campaign receives enthusiastic support from the retail trade.

This campaign and its favorable results recall the beef round campaigns held some months ago by the Meat Council of Chicago and Minneapolis, the bacon campaign which was very successful last May in Boston, and the pork campaign which was staged by the Hudson County Council during the first part of the year, all of which produced results.

LOCAL AND PERSONAL.

Algernon Chadwick has opened a meat market in Little Rock, Ark.

A meat market has been opened at 144 East Twenty-second street, Indianapolis, Ind., by O. L. Shaw.

Carl Milam and Robert Stapleton have taken over the Star Meat Market, at Little Rock, Ark., from Ben W. Ford and Lon P. Wofford, who have retired from the business.

Joseph Hartman has purchased from Eugene Heller the latter's meat shop on North Courtland street, East Stroudsburg, Pa.

James W. Bishop, Paul R. Ruch and A. O. Bishop have made application for the charter of an intended corporation to be called the Bishop Retail Meat Market, which is to be established in Clearfield, Pa.

I. L. Stivers has sold his meat market in Greencastle, Mo., to J. Summers of Kirksville, Mo. Mr. Summers will operate the market in Greencastle.

Herman Ringland has bought and is now operating the meat market in Fond du Lac, Wis., formerly owned by F. J. Umbright.

B. J. Wilson has opened the Farmers' Market in Polson, Mont., to retail meats and farm products.

Frank McKinnis has sold his meat business in Meridian, Idaho, to F. W. Thomas. A new \$7,000 building is being erected at 333 South Wenatchee ave., Wenatchee, Wash., to house the grocery and meat market of George H. Ellis.

W. J. Busick & Sons of Salem, Ore., proprietors of a department store there, have just added a large meat department. It is in charge of Ben Welcher.

Kroll's Market, retailing meats, has been opened in Spokane, Wash. William Kroll is proprietor.

John Guinn will open a large retail meat market within a few days in Schram City, Ill.

The Washington Market, to retail meats on a large scale, has been opened at 111 West State street, Media, Pa.

A new meat market has been opened on Main street, West Kelso, Wash., by J. E. Greenman, proprietor of a wholesale sausage manufacturing establishment in West Kelso.

The meat market of Adams & Huntingdon, on the west side, in Kelso, Wash., has been moved into and made a part of the City Park Grocery on Second street, Kelso.

F. L. Yager has purchased the meat market of O. G. McCoy in Haigler, Neb.

P. J. Hughes has purchased the meat market at 30th and Potter street, Florence, Neb.

Harry G. Livings has purchased the City Meat Market, Davenport, Neb., from Harlan Portwood.

Stanley Roberts has purchased the meat market in Danbury, Kas.

R. W. Burnett and Roy Sherman have opened the Crown Market in Dodge City, Kas.

Jim Crews and Joe Miller have purchased the meat market of Bachr Bros., Paola, Kas.

Sam Dawson and Will Kennett have opened a new meat market in Bucklin, Kas.

Ralph Brown has purchased the meat market in Corning, Kas., from R. F. Kempin.

Henry Stoskopf & Son have purchased the meat market of John W. Nussin in Hoisington, Kas.

W. G. Workman has opened a new meat market at Pierce, Neb.

August H. Tillack has purchased the meat market of Herman E. Koenig, 11222-24 Goethe avenue, Detroit, Mich.

Joseph Wangell has disposed of the Cloquet Meat Market, Cloquet, Minn., to Ed Curtis and Albert Womsley.

C. H. Oatman has become sole owner of the Oatman & Glad Meat Market, Bonners Ferry, Ida.

Jacob Biemond has purchased the meat business of H. E. Shirk and Harry Bradbury, Rathrum, Ida.

M. V. Clays has sold out his meat and grocery business in Fowler, Cal., to G. M. Crawford.

H. N. Bozley, who recently purchased a grocery store in Phoenix, Ariz., is about to add a meat market.

The Camas Market and People's Market in Camas, Wash., has been consolidated.

James Petticore and Nels Enberg have purchased the meat market of Paul Pawlaski, Sr., Sedro Woolley, Wash.

Taylor Bishop and John F. Miller are about to engage in the meat business in Olympia, Wash.

Walter Leeper is about to engage in the meat business in Eugene, Ore.

Peter Dubois has purchased Pattison's Market, 132 Pine street, Muskegon, Mich. Sestak Bros. have engaged in the meat business at 968 E. Glisan street, Portland, Ore.

R. S. Miller will rebuild his meat market in Willamina, Ore., after damage by fire.

Chas. S. Clark and Harry Lindley are about to open a meat market in Enterprise, Ore.

H. Rickman has engaged in the meat business at 702 Division street, Portland, Ore.

Fred Morris has purchased an interest in the D. C. & E. V. Harrison meat and grocery business, located in St. Helena, Ore.

Harry Lybeck has sold a half interest in the Quality Meat Market, Kent, Wash., to Russel A. Ramsey.

Harry Turnbald has opened a meat market on South Central street, Medford, Oregon.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending October 25, 1924, with comparisons, as follows:

	Week ending Oct. 25.	Previous week.	Cor. week 1923.
Western dressed meats:			
Steers, carcasses	8,231½	7,850½	9,409½
Cows, carcasses	1,318	1,346	895½
Bulls, carcasses	374	347	323
Veal, carcasses	18,040	12,100	10,105
Hogs and pigs	27,181	26,521	21,744
Lambs, carcasses	5,704	6,930	6,842
Beef cuts, lbs.	349,236	126,752	158,397
Pork cuts, lbs.	940,679	880,770	1,042,283
Local slaughters:			
Cattle	8,934	8,677	10,974
Calves	11,873	12,522	12,878
Hogs	58,820	57,078	65,260
Sheep	56,143	49,756	38,925

ITALIAN MEAT CONSUMPTION.

Although a strong movement was started under the direction of the Italian Government in 1923 to stimulate the importation of refrigerated beef into Italy, it has met with limited success. There has been a strong prejudice on the part of Italians against refrigerated beef which it will be difficult to overcome in spite of the lower price at which it can be offered, says Commercial Attache H. C. MacLean, at Rome, Italy, in a trade letter to the Department of Commerce.

An interesting table accompanied Mr. MacLean's letter in which figures for con-

Test on Hindquarter Cuts of Beef

Hindquarter of Beef—104¼ Lbs.

From 430 Lb. Young Steer (Lean).

Per cent to hind-quarter	Retail Cuts	Weight Lbs.-Oz.	Selling Price	Total Sales Value
5.2	Rump roast (boned)	5- 6	\$0.28	\$ 1.51
2.8	Rump for corn beef	2-15	.30	.88
2.3	Rump soup bone	2- 7	...	.10
4.0	Stew—heel of round	4- 3	.25	1.05
4.4	Heel of round (also for hamburger)	4-10	.22	1.00
24.6	Round steaks	25- 9	.36	9.18
4.9	Soup bone (shank)	5- 2	...	.15
1.0	Kidney	1- 0	.12	.12
16.7	Sirloin steaks	17- 8	.42	7.35
14.8	Porterhouse and short steaks	15- 8	.48	7.44
1.1	Flank steak	1- 3	.32	.38
3.7	Cod fat	3-14	.05	.19
4.7	Hamburger	4-15	.22	1.10
9.8	Waste (fat, bones, and waste)	10- 4	.01	.10
100.0%	Total—Hindquarter	104- 8	\$0.291	\$30.55
			Hindquarter brought	\$30.55
			Hindquarter cost @18¼c.	19.08
	Margin	37.5% of Sales	Gross margin	\$11.47
	Margin	60.1% of Cost	Per lb.	10 8/10c

Round—55¼ Lbs.

Per cent to round	Retail Cuts	Weight Lbs.-Oz.	Selling Price	Total Sales Value
9.8	Rump roast (boned)	5- 6	\$0.28	\$1.51
5.3	Rump for corn beef	2-15	.30	.88
4.4	Rump soup bone	2- 7	...	.10
7.6	Stew, heel of round	4- 3	.25	1.05
8.2	Heel of round (also for hamburger)	4-10	.22	1.00
46.3	Round steaks	25- 9	.36	9.18
9.3	Soup bone (shank)	5- 2	...	.15
0.9	Hamburger	0- 8	.22	.12
8.2	Waste (bones, fat and waste)	4- 8	.01	.04
100.0%	Total—Round	55- 4	\$0.254	\$14.03
	Round brought		\$14.03	
	Gross margin	\$5.19 (9 4/10c per lb.)		
	Margin	37.0% of Sales		
	Margin	58.7% of Cost		

Loin—37 Lbs. 15 Oz.

Per cent to loin	Retail Cuts	Weight Lbs.-Oz.	Selling Price	Total Sales Value
46.1	Sirloin steaks	17- 8	\$0.42	\$7.35
40.9	Porterhouse and short steaks	15- 8	.48	7.44
8.4	Waste (sirloin steaks)	3- 3	.01	.03
4.6	Waste (P. H. & short steaks)	1-12	.01	.02
100.0%	Total—Loin	37-15	\$0.391	\$14.84
	Loin brought		\$14.84	
	Loin cost @30c		11.38	
	Gross margin	\$3.46 (9 1/10c per lb.)		
	Margin	23.3% of Sales		
	Margin	30.4% of Cost		

sumption of fresh meats, poultry excepted, were given, as compiled by the Ministry of Finance.

Average quantity of fresh meats available for consumption in Italy before, during and after the war:

	1910-1914 Quintals	1915-1918 Quintals	1919-1921 Quintals
Total	7,080,000	8,323,000	8,830,000
Per Capita.....	20.1 kilograms	22.7 kilograms	23 kilograms

	1913 Quintals	1923 Quintals
Total	5,047,757	8,563,017
Per Capita.....	14 kilograms	21 kilograms

In connection with the second set of figures for 1913 and 1923, it is pointed out that they were compiled on the basis of the statistics of the "Octroi" duties and that, consequently, they do not represent the entire consumption.

Italy's imports of unprepared meats, excluding poultry, for three years are as follows:

	1922 Tons	1923 Tons	First six months 1924-Tons
Fresh	19,437	2,858	852
Frozen	24,612	32,615	42,845

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New York Section

Thomas E. Wilson, president of Wilson & Company, Chicago, is in New York this week.

J. M. Wadd, butterine department, Wilson & Company, Chicago, was a visitor to the city this week.

F. L. Hearth, auditing department, and J. W. Robb, transportation department, Cudahy Packing Company, Chicago, were in New York this week.

Prices realized on Swift & Company's sales of carcass beef in New York City for week ending October 25th on shipments sold out, ranged from 8.00 cents to 21.00 cents per pound and averaged 13.67 cents per pound.

O. M. Patterson, hotel department; T. E. Ray, branch house department; H. B. Collins, produce department, Chicago; and F. W. Manker, beef department, St. Louis, Swift & Company, were visitors to the city this week.

Frank P. Burck, for many years actively engaged in the retail meat industry, and Mrs. Burck, who has become very popular in the Ladies' Auxiliary, United Master Butchers of America, are taking a much needed rest at Atlantic City.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending October 25, 1924: Meat—Manhattan, 160 lbs.; Brooklyn, 20 lbs.; Bronx, 655 lbs.; Richmond,

150 lbs.; Total 985 lbs. Fish—Manhattan, 53 lbs.; Brooklyn, 86 lbs.; Total, 139 lbs.

Lawrence Eschelbacher, son of Mr. and Mrs. Joseph Eschelbacher, both of whom take a great interest in the activities of the United Master Butchers of America, had the honor of being the only one in his lodge receiving the third degree of the Masonic order on Thursday evening last week. Major General Weigel and staff were present and there were more than five hundred Masons at the ceremonies.

Points for Master Butchers

Talks and suggestions by judges, government officials and experts in the meat industry on topics of the day, pertaining to political questions as well as conditions affecting the trade at large, held the attention of those who attended the open meeting of the Washington Heights Branch, United Masters Butchers of America, last Monday evening.

President Hembdt opened the meeting by explaining that it was the intention to outline some of the activities of the organization, so that non-members might realize the work the various branches had undertaken and the results accomplished. He then introduced the first speaker of the evening, Geo. N. Jesse, who spoke along political lines.

The next speaker was B. F. McCarthy, marketing specialist of the Department of Agriculture. Mr. McCarthy spoke about the activities of the Master Butchers' As-

sociation, and was more than ever convinced of what a live organization it is. He noticed they had taken advantage of collective buying, exchange of progressive ideas, and the fullest advantage of organization.

One of the things of particular interest is economical buying. At Rochester the demonstration of a meat and bone cutter in the hands of an expert did some wonderful things, as did a machine in which the retailer can melt edible fats. All these things help to eliminate expense. Success in the retail business, said Mr. McCarthy, includes efficiency in cutting, in maintaining quality consistent with demand of trade, courtesy to purchasers, honest dealings, and full utilization of labor and equipment.

Boosting Lamb Consumption.

One thing he referred to was the practicability of putting signs in stores advocating lamb cutlets, to be used in the same manner as veal cutlets. They are from choice meats from the heavier legs of lambs. He heard of a complaint that enough choice beef was not coming through. "You as an organization," said Mr. McCarthy, "have advocated better bred and better fed animals, and have asked the Government to take it up. We have not had a lot of high-grade beef, but we have had some good choice yearlings, and I am wondering if the butchers of New York are going to support that quality of beef?"

State President Moe Loeb was then introduced. Mr. Loeb commenced his talk by an expression of regret at the loss of Secretary of Agriculture Wallace. The retail butcher has sustained a great loss, said Mr. Loeb. Continuing, the state president said the State Association is going along nicely, with the prospect of about eight or ten new locals in the next few months; the convention for 1925 will be held in Albany; financial condition is very fine. In concluding, Mr. Loeb called special attention to the compensation insurance, which is saving a lot of money to those who have taken advantage of it.

President Hembdt introduced C. A. Burmeister, marketing specialist, Department of Agriculture. Mr. Burmeister stated that while his work had to do with the marketing of live stock he was acquainted with the retail side through his association with national secretary John A. Kotal, who was in the Department during the war, and George Kramer, who had been of much assistance to him.

Mr. Burmeister stated he had been much impressed with the remarkable progress in the selling of meat in this country. He cited the difference in marketing in this state to-day and in Southern Texas when he was a boy, where the butcher did his killing in the barn so many times a week, and where all cuts were the same price. Then round steaks were in demand because they had less bone, whereas now a different system prevails.

Many producers in the range country do not know what choice beefs are. They send "grassers" to market and expect them to bring choice prices, not realizing that out of every fifty only about four grade choice. The Department is, therefore, advocating the development of high-grade yearling cattle to insure breeding of higher grades; also the standardization of dressed meats and live cattle, so a man in Texas will have the same idea of grades as the packer or butcher.

Stabilizing Beef Cut Prices.

Following Mr. Burmeister was George Kramer, president of Ye Olde New York Branch, who spoke about the work being done in that branch, and also expressed regret at the death of Secretary Wallace, who had been the friend of the butcher

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, October 30, 1924.

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$17.00@20.00	\$15.00@15.50	\$18.00@20.50	\$19.00@20.00
Good	16.00@17.00	14.00@14.50	15.00@18.00	15.50@17.00
Medium	12.50@15.50	12.00@13.00	12.00@15.00	11.00@14.00
Common	9.50@12.00	10.50@11.50	9.00@12.00	9.00@11.00
Cows:				
Good	11.50@13.00	8.00	10.50@11.50	10.00@10.50
Medium	10.00@11.50	8.00@ 8.50	9.00@10.00	8.00@ 9.00
Common	7.00@ 9.00	7.50@ 8.00	7.00@ 8.50	7.00@ 8.00
BULLS:				
Good	7.00@ 7.50		7.00@ 7.50	
Medium	6.50@ 7.00			
Common				
Fresh Veal—				
Choice	15.00@16.50		18.00@20.00	18.00
Good	13.00@14.00		15.50@18.00	15.00@17.00
Medium	10.00@12.00	9.00@11.00	12.00@15.00	12.00@14.00
Common	8.00@10.00	8.00@ 9.00	8.00@11.00	10.00@12.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	21.00@22.00	23.00@24.00	22.00@23.00	24.00@26.00
Good	18.00@20.00	21.00@23.00	21.00@22.00	22.00@23.00
Medium	17.00@18.00	19.00@21.00	20.00@21.00	21.00@22.00
Common	14.00@16.00		17.00@19.00	18.00@19.00
YEARLINGS:				
Good				
Medium				
Common				
MUTTON:				
Good	12.50@14.00	12.00@14.00	14.00@16.00	15.00@16.00
Medium	9.00@12.00	10.00@12.00	12.00@14.00	12.00@14.00
Common	7.00@ 9.00	8.00@ 9.00	9.00@11.00	10.00@12.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	16.00@17.00	14.00@18.00	17.00@20.00	17.00@20.00
10-12 lb. average	15.00@17.00	14.00@17.00	17.00@19.00	16.00@19.00
12-14 lb. average	14.00@16.00	14.00@15.00	16.00@18.00	15.00@18.00
14-16 lb. average	13.00@14.00	12.00@14.00	15.00@17.00	14.00@17.00
16 lbs. over	13.00@14.00	13.00@14.00	13.00@15.00	14.00@16.00
SHOULDERS:				
Skinned	13.00@14.00		14.00@16.00	13.00@16.00
PICNICS:				
4-6 lb. average	11.00@12.00	12.50@14.50		13.00
6-8 lb. average		13.00@14.00	14.00@15.00	11.00@12.00
BUTTS:				
Boston style	15.00@17.00		17.00@20.00	18.00@20.00

*Veal prices include "hide on" at Chicago and New York.

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Manhattan
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180-191 Ft. Greene Place,
Brooklyn

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since 1920, helping them clear their problems, especially with reference to the bookkeeping system. Mr. Kramer gave some blackboard demonstrations in rapid calculation as a means of saving time, ultimately resulting in a saving of money. Continuing, Mr. Kramer said:

"My appeal to you men tonight is to assist in stabilizing the price of the various cuts of beef. I have reference to the brisket (about eight per cent of the carcass) and the plate and navel (about 10 per cent of the carcass).

"These two cuts are at present too low in price compared with the other cuts; approximately on an 18-cent steer the brisket is worth 12 cents, and the plate and navel eight cents. The wholesale dealers are helpless, thereby submitting to the prevailing condition and making the other cuts bear the burden.

"For a great number of years these two cuts have been handled by a class of men that specialize in their preparation and sale and the various kinds of bologna. They still handle this meat, but for reasons unknown they offer a very low price when buying, with the result as stated. What is to be done to boost the price of the 18 per cent of the carcass and keep the other 82 per cent from getting sick with inflation?

"Do this: these cuts are not foreign to you, only you let them get away, and at this time your customers are ignorant of their qualities. Handle, advertise, and push them. Get your trade papers and meat council to furnish you with information on the many ways of preparing and selling these cuts.

"You men will admit that a boneless brisket cover will make the very finest pot roast, corned, spiced and smoked meat; that rendered brisket fat is the choicest fat of the dressed carcass, and the fresh plate can be utilized in so many different ways, and the navel can be pickled whole or boned and tied.

"With your co-operation we can place these two outcast cuts in a price class where they belong. Begin to use them. Get your customer interested."

Radio As Meat Booster.

Explaining the value of radio talks in boosting the meat industry was the main point in a short address delivered by John C. Cutting, of the New York City and Hudson County Meat Councils. Mr. Cutting pointed out that through radio talks was the quickest and best means of reaching the housewives with meat suggestions. He also explained that in making the talks interesting—that is, with a little humor in them—they were much better received than to attempt to put over a clearly technical talk.

He pointed with pride to the work of the Hudson County Meat Council in its aggressiveness in putting over a sausage campaign immediately after it convened for the fall season. Methods of distributing radio posters, telling of these weekly

talks by the two meat councils, were discussed by Mr. Cutting.

Following Mr. Cutting was Harry Lefker, C.P.A., who spoke on the proper methods of bookkeeping, especially with reference to the income tax.

Charles Schuck, national treasurer, was the next speaker. Mr. Schuck spoke about the meat councils and their work and that much was being done to stimulate interest in organization. Continuing he said the state treasury was in good condition as compared with the last few years. Mr. Schuck stated he had received letters from national secretary John A. Kotal in which he said he was receiving great assistance from the popular Charles Myers of Armour and Company and that there would probably be locals in six cities in Illinois and six in Ohio for another state association. He said the work along this line was progressing very nicely and great newspaper publicity had been done in all the cities visited.

Louis Goldschmidt of Ye Olde New York Branch was called upon, but as the hour was getting late he begged to be excused.

Refreshments were served. Charles Kunkel kept the frankfurters red hot and liquids cool.

In addition to the members of the branch, there were representatives from the Bronx branch, including President Schumacher, business manager Hirsch, and Messrs. Backus and Papp; from Ye Olde New York came George and Charles Kramer, Moe Loeb, Benjamin Metzger, Louis Goldschmidt, Louis Goldstein and R. Arndt.

President Hembdt read a letter from National Secretary John A. Kotal, expressing his regret at not being able to be present, and enclosing a report on the activities of the United Master Butchers of America.

BORIC ACID

A natural ingredient of many fruits and vegetables

The distribution of Boric Acid in Nature is comparatively unlimited. According to Henry Jay:

"The ash of wine contains 4.7 to 16.5 grammes per kilo of Boric Acid, the average being 8 to 10 grammes. The quantity of Boric Acid in the ash of vine leaves is only about 0.7 grammes per kilo.

"The ash of fruits, whether of the flesh or of the stone, is rich in Boric Acid, the proportion of Boric Acid varying between 1.50 and 6.40 grammes per kilo of ash.

"The same can be said of the fucus, plantain leaves, wormwood tops, chrysanthemum flowers, onions, the amount varying from 2.10 grammes to 4.60 grammes per kilo of ash."

Leibrich says that "Boric Acid is not only non-poisonous; it is a normal constituent of many plants."

The above demonstrates that Boric Acid is consumed in eating these fruits and vegetables without injury to the human system.

PACIFIC COAST BORAX COMPANY

Chicago

100 William St.
NEW YORK

Wilmington, Calif.

Joe. Himmelsbach, M. E. Otto S. Schlich, C. E.
Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
136 Liberty Street NEW YORK

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, October 29, 1924.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 23@24c; green hams, 8-10 lbs., 19c; 10-12 lbs., 18½c; 12-14 lbs., 18c; green picnics, 4-6 lbs., 15c; 6-8 lbs., 14c; green clear bellies, 6-8 lbs., 21c; 8-10 lbs., 20c; 10-12 lbs., 20c; 12-14 lbs., 19c; S. P. clear bellies, 6-8 lbs., 17½@18c; 8-10 lbs., 19c; 10-12 lbs., 18c; 12-14 lbs., 17c; S. P. hams, 8-10 lbs., 18½c; 10-12 lbs., 18c; 12-14 lbs., 17½c; 18-20 lbs., 19c; dressed hogs, 15½c; city steam lard, 16c; compound, 13@13½c

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending October 25, 1924, with comparisons:

	Week ending Oct. 25, 1924	Previous week, 1923	Cor. week
Western dressed meats:			
Steers, carcasses	2,383	3,069	3,829
Cows, carcasses	2,119	1,521	1,535
Bulls, carcasses	44	82	82
Veals, carcasses	1,418	1,553	926
Lambs, carcasses	17,798	15,629	14,313
Mutton, carcasses	213	284	1,891
Pork, lbs.	51,492	397,964	145,064
Local slaughters:			
Cattle	2,185	1,940	2,642
Calves	2,270	2,241	2,201
Hogs	13,209	11,546	20,410
Sheep	5,968	6,265	8,109

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	8.00@ 8.25
Cows and canners and cutters	1.75@ 2.50
Bulls, bologna	3.50@ 4.50

LIVE CALVES.

Calves, veal prime, per 100 lbs.	\$14.00@14.50
Calves, veal good to choice	12.50@13.50
Calves, veal, culls, per 100 lbs.	7.00@ 8.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$13.50@13.75
Lambs, fair to good, per 100 lbs.	12.00@13.25
Lambs, com. to med.	9.00@11.00

LIVE HOGS.

Hogs, heavy	9.00@ 9.75
Hogs, medium	9.00@ 9.80
Hogs, 140 lbs.	9.00@ 9.50
Pigs, under 70 lbs.	8.00@ 8.25
Roughs	7.75@ 8.00

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	18 @19
Choice, native, light	19 @20
Native, common to fair	15 @17½

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 400@600 lbs.	19 @20
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	11 @13
Good to choice heifers	17 @18
Good to choice cows	10 @11
Common to fair cows	8 @9
Fresh bologna bulls	7 @7½

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	23 @25
No. 2 ribs	15 @16	21 @22
No. 3 ribs	11 @12	18 @20
No. 1 loins	26 @28	34 @36
No. 2 loins	19 @20	28 @30
No. 3 loins	10 @11	25 @27
No. 1 hinds and ribs	26 @28	19 @20
No. 2 hinds and ribs	23 @25	17 @18
No. 3 hinds and ribs	19 @20	14 @15½
No. 1 rounds	14 @15	13 @14
No. 2 rounds	11 @12	10 @11
No. 3 rounds	8 @9	12 @13
No. 1 chucks	13 @14	14 @15
No. 2 chucks	9 @10	13 @14
No. 3 chucks	6 @7	11 @12
Bolognas	6 @7½	8½ @9
Holls, reg., 6@8 lbs. avg.	22 @23	23 @25
Holls, reg., 4@6 lbs. avg.	17 @18	18 @20
Tenderloins, 4@5 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	11 @12

DRESSED CALVES.

Prime	20 @21
Choice	20 @21
Good	17 @18
Medium	14 @16
Common, 10@12 lbs. avg.	12 @14

DRESSED HOGS.

Hogs, heavy	@14½
Hogs, 180 lbs.	@14½
Hogs, 160 lbs.	@15½
Pigs, 80 lbs.	@15½

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	23 @24
Lambs, poor grade	18 @21
Sheep, choice	15 @16
Sheep, medium to good	9 @11
Sheep, culls	6 @8

SMOKED MEATS.

Hams, 8@10 lbs. avg.	21 @21½
Hams, 10@12 lbs. avg.	20½ @21
Hams, 12@14 lbs. avg.	20½ @21
Picnics, 4@6 lbs. avg.	15 @15½
Picnics, 6@8 lbs. avg.	14½ @15
Bollettes, 6@8 lbs. avg.	15 @16
Beef tongues, light	30 @34
Beef tongues, heavy	35 @40
Bacon, boneless, Western	23 @24
Bacon, boneless, city	23 @23
Pickled bellies, 10@12 lbs. avg.	18 @17

FRESH PORK CUTS.

Fresh pork loins, Western, 10-12 lbs. avg.	26 @27
Fresh pork tenderloins	52 @55
Frozen pork loins, 10-12 lbs. avg.	19 @20
Frozen pork tenderloins	40 @45
Shoulders, city, 10@12 lbs. avg.	18 @19
Shoulders, Western, 10@12 lbs. avg.	18 @19
Butts, boneless, Western	28 @29
Butts, regular, Western	24 @25
Fresh hams, city, 8@10 lbs. avg.	30 @31
Fresh hams, Western, 10@12 lbs. avg.	19 @20
Fresh picnic hams, Western, 6@8 lbs. avg.	14 @15
Extra lean pork trimmings	19 @20
Regular pork trimmings, 50% lean	17 @18
Fresh spare ribs	14 @15
Raw leaf lard	18 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	90.00@100.00
Black hooft, per ton	40.00@ 50.00
Striped hooft, per ton	40.00@ 50.00
White hooft, per ton	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7½ oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7½ oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7½ oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@80c	a pound
Fresh steer tongues, L. C. trim'd	@88c	a pound
Calves, heads, scalded	@65c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@85c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@8c	each
Livers, beef	@22c	a pound
Oxtails	@15c	a pound
Hearts, beef	@8c	a pound
Beef hanging tenders	@16c	a pound
Lamb fries	@10c	a pair

BUTCHER'S FAT.

Shop fat	@3
Breast fat	@5
Edible suet	@7
Cond. suet	@5½
Bones	@25

SPICES.

	Whole.	Ground.
Pepper, Sing., white	22½	25½
Pepper, Sing., black	13½	16½
Pepper, red	11	15
Allspice	10	13
Cinnamon	12	15
Coriander	7	10
Cloves	30½	35½
Ginger	25½	26½
Mace	88	93

CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	per lb.
Double refined saltpetre, granulated	6¼c	6¼c
Double refined saltpetre, small crystals	7¼c	7¼c
Double refined nitrate soda, granulated	4¼c	4¼c
Double refined nitrate soda, crystals	5¼c	5¼c
In 25 barrel lots:		
Double refined saltpetre, granulated	6¼c	6c
Double refined saltpetre, small crystals	7¼c	7c
Double refined nitrate soda, granulated	4¼c	4¼c
Double refined nitrate soda, crystals	5¼c	5c
Carload lots:		
Double refined nitrate of soda, granulated	4¼c	4¼c
Double refined nitrate of soda, crystals	5c	4¼c

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	2.20	2.60	2.75	3.00	3.75
Prime No. 2 veals	2.00	2.40	2.50	2.75	3.50
Buttermilk No. 1	1.19	2.25	2.40	2.65	...
Buttermilk No. 2	1.17	2.05	2.15	2.40	...
Branded Gruby	1.13	1.50	1.60	1.80	2.30
Number 3					At value

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry picked—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	27	@28
Western, 48 to 54 lbs. to dozen, lb.	26	@28
Western, 43 to 47 lbs. to dozen, lb.	25	@26
Western, 36 to 42 lbs. to dozen, lb.	23	@24
Western, 30 to 35 lbs. to dozen, lb.	21	@22
Fowls—fresh—dry picked, milk fed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	30	@31
Western, 48 to 54 lbs. to dozen, lb.	29	@31

Western, 43 to 47 lbs. to dozen, lb.	28	@28
Western, 36 to 42 lbs. to dozen, lb.	26	@28
Western, 30 to 35 lbs. to dozen, lb.	24	@26

Fowls—loed—dry picked, milk fed—barrels:

Western, dry picked, 5¼ to 6 lbs. and over, boxes	@27
Western dry picked, 4 to 4½ lbs., lb.	26 @27
Western, dry picked, 3 to 3½ lbs. each	23 @25
Western, dry picked, 3 lbs. each and under	21 @23
Western, scalded, bbls.	24 @25

Ducks—

Long Island, No. 1, per lb.	@28
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Squabs—

White, 12 lbs. to dozen, per dozen	87.25@ 7.75
White, 10 lbs. to dozen, per dozen	6.00@ 6.50
Culls, per doz.	1.00@ 2.00

LIVE POULTRY.

Fowls, colored, fancy via express	28 @30
Old roosters, via freight	25 @20
Ducks, via express	25 @20
Turkeys, via express	32 @42
Geese, swan, via freight or express	12 @12
Pigeons, per pair, via freight or express	30 @30
Guineas, per pair, via freight or express	75 @75

BUTTER.

Creamery, extra (92 score)	38 @38½
Creamery, firsts (90 to 91 score)	35½ @37½
Creamery, seconds	31½ @32
Creamery, lower grades	30 @31

EGGS.

Fresh gathered, extras, per doz.	54 @57
Fresh gathered, extra firsts	49 @53
Fresh gathered, firsts	43 @48
Fresh gathered, checks, fair to choice dry	30 @33

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	2.70 and 2.80
Ammonium sulphate, double bags, per 100 lbs., f.a.s., New York	@2.90
Blood, dried, 15-16% per unit	@3.75
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.75 and 10c
Fish guano, foreign, 18@14% ammonia, 10% B. P. L.	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	@2.39
Soda Nitrate, in bags, Nov.	@2.39
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.40 and 10c
Tankage, unground, 9-10% ammonia	3.10 and 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags per ton	@30.00
Bone meal, raw, 4½ and 50 bags per ton	@34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@ 9.00

Potash.

Kalnit, 12.4% bulk, per ton	@ 7.75
Manure salt, 20% bulk, per ton	@10.25
Muriate in bags, basis 80% per ton	@34.00
Sulphate in bags, basis 90% per ton	@44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending October 23, 1924:

	October	17	18	20	21	22	23
Chicago	37½	37	37	36½	36½	36½	36½
New York	38½	38	37½	37½	37½	37½	37½
Boston	38½	38½	37½	37½	37½	37½	37½
Philadelphia	39½	39	38	38	38	38	38

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

35¼	34¼	33	33	33½	33½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year	—Since Jan. 1—
Chicago	28,369	20,643	25,051	3,028,159
New York	45,344	44,355	30,337	2,937,264
Boston	11,544	10,073	10,720	1,153,780
Philadelphia	10,172	5,672	9,780	880,070
Total	95,429	80,743	75,897	7,990,282

Cold storage movement (lbs.):

	In Oct. 23	Out Oct. 23	On hand Oct. 24	Cor. day
Chicago	61,181	134,630	24,443,635	12,618,068
New York	52,160	120,070	24,035,613	13,773,172
Boston	24,807	133,334	19,463,578	10,124,376
Philadelphia	17,170	40,450	7,502,794	3,769,704
Total	155,318	429,084	75,465,620	40,285,310

92

86
82
80

27
27
25

23
20

20

7.75
3.50
2.00

0
6
2
2
0
5

0 1/2
7 1/2
2
1

80

De
De
De

De
De

20
10
5